FREIGHT TRAFFIC ISSUE

3 Ways To Boost Rail Traffic . . p. 24

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June 29, 1959

RAILWAY AGE *weekly*

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RAILWAY AGE *weekly* June 29, 1959 • Vol. 146, No. 26

Week at a Glance

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Seaway 'shakedown' under way ..... p. 9

Western carriers think the waterway may prove to be "a real good deal," but, at this point, there's no way they can be sure of it. So far, Seaway impact has been felt principally by the C&NW and the RI.

What shippers think of RR salesmen p.14

Most traffic managers like to have the salesmen call, according to this month's Traffic Poll. Such calls should be at regular intervals, or whenever there is a new service or rate to sell.

Cover Story—Higher horsepower moves more freight p.17

Today's faster freight schedules have sparked a demand for locomotives that pack more horsepower into fewer units.

New device speeds container transfer p.20

It's intended for use wherever high-cost material handling equipment is not a practical investment.

Cover Story—Three ways to boost rail traffic p.24

E. G. Plowman, one of the country's largest industrial buyers of freight transportation, offers some provocative ideas as to what railroad selling and service policies should be.

Cover Story—Why Ralston Purina needs whistle stop service p.30

The company gave railroads 98,000 carloads of business last year. The firm's transportation director sees several places where carriers could act to benefit both the feed industry and the railroads.

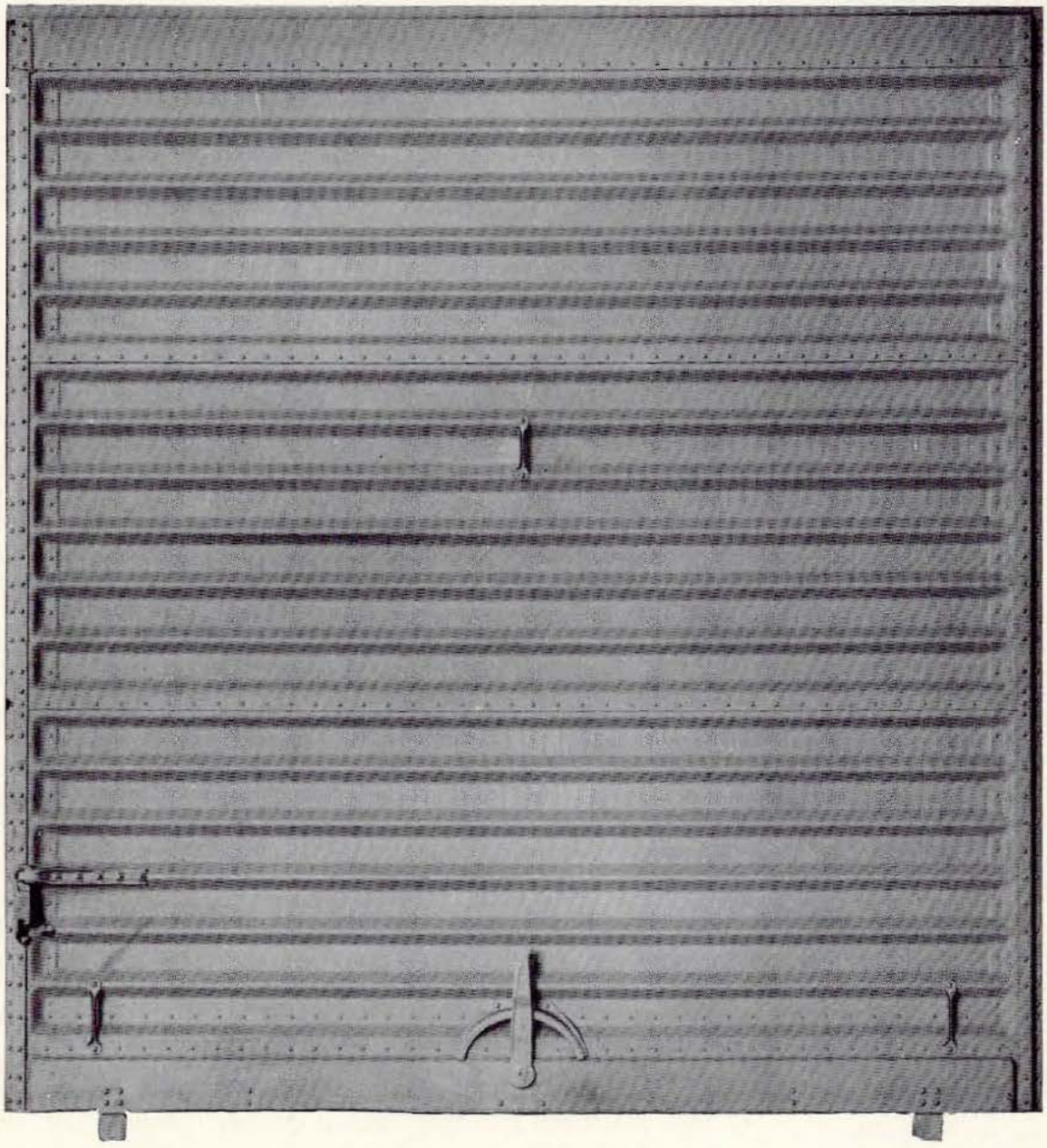
This wide load took planning p.41

Two railroads recently helped deliver components for North America's largest rotary cement kiln. Here's how it was done.

Diversification hearings begin p.46

The ICC and the Department of Commerce want Congress to pigeonhole the industry's one-package transportation program until the Administration's transport study is completed. Railroad witnesses are still to be heard by the Senate Surface Transportation Subcommittee.

THE DOOR THAT GIVES YOU UNPARALLELED CRAFTSMANSHIP



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CAMEL SALES COMPANY • CAMEL COMPANY LIMITED

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Week at a Glance CONT.

Current Statistics

Operating revenue	
4 mos., 1959	$3,246,567,038
4 mos., 1958	2,984,176,169
Operating expenses	
4 mos., 1959	2,561,979,109
4 mos., 1958	2,484,072,291
Taxes	
4 mos., 1959	342,591,970
4 mos., 1958	279,958,086
Net railway operating income	
4 mos., 1959	237,231,017
4 mos., 1958	122,162,247
Net income, estimated	
4 mos., 1959	161,500,000
4 mos., 1958	48,000,000
Average price railroad stocks	
June 23, 1959	111.02
June 24, 1958	77.87
Carloadings revenue freight	
Twenty-four wks., '59	14,732,141
Twenty-four wks., '58	13,048,921
Freight cars on order	
June 1, 1959	36,869
June 1, 1958	30,386
Freight cars delivered	
5 mos., 1959	14,322
5 mos., 1958	27,138

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Boards can overcome 'lethargy' p.51

Interstate Commerce Commissioner Murphy has his own prescription for overcoming what Railway Age recently called the "ailment of contagious lethargy" confronting shipper boards.

'Maintenance methods must improve' p.54

AAR Mechanical Division hears that ingenuity in design, maintenance and operation must be used to overcome legislative, competitive and inflationary restraints. A major problem spotlighted at the meeting: hot boxes.

NYC to honor Amexco cards p.66

The road is withdrawing from the Rail Travel Credit Agency. The American Express credit card arrangement, NYC thinks, may mean more business at less cost.

The Action Page—Do shippers want competition? p.72

Railroads are often slow to act when acute competition confronts them mainly because they lack adequate basic information. Shippers could help them correct that lack.

Short and Significant

A bill repealing the 10% fare tax . . .

cleared the Senate last week. It was passed June 25, the day after it was reported favorably from the Finance Committee. The bill, S. 5, is sponsored by Senator George Smathers.

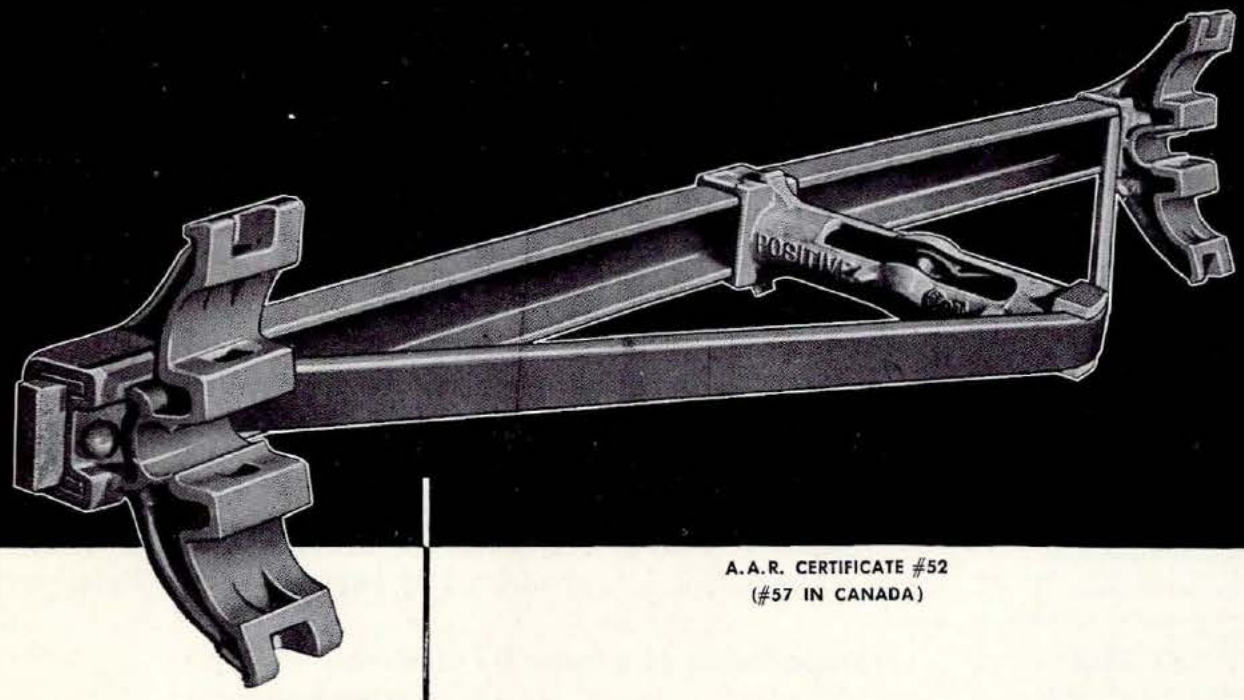
Transportation of missiles by Flexi-Van . . .

is being tested by Lockheed, but results so far are "incomplete," a Lockheed spokesman said last week. The manufacturer declined to comment on reports that Flexi-Van carried a Polaris missile across the continent and back in a recent test. Reportedly, the run was from California to Cape Canaveral, Fla. (routed SP, L&N, SAL, FEC) and return. The New York Central, which is said to have lent equipment for the test, also declined comment.

No help for commuter railroads . . .

will be coming out of the current session of the Illinois Legislature. Bills dealing with taxation and regulation are described as "dead," with the legislature pushing on toward a June 30 adjournment. The carriers won't be able to press their case again until 1961. In the meantime, one railroad attorney comments, the roads may have no alternative but to seek new fare increases or service cuts, or both.

WHY ARE MORE POSITIVE BRAKE BEAMS SOLD THAN ANY OTHERS?



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Seaway 'Shakedown' Under Way

Operating problems, inadequate port facilities, absence of established rate patterns cloud the picture. But some western railroads are taking an optimistic view of its possibilities.

► **The Story at a Glance: St. Lawrence Seaway traffic is still in the shakedown stage, so far as western railroads are concerned. After two months of Seaway operation, the carriers seem disposed to like what they see—but they haven't yet seen enough to know if the Seaway is everything its backers said it would be.**

Problems—growing pains—have cropped up. But, in many cases, they're problems related only incidentally (if at all) to railroad operation. And major roads serving Lake Michigan ports are pleased with what's happened thus far. Coping with the transportation juggling act the Seaway has prompted, is, one foreign freight agent confessed, "a fascinating business."

"If the traffic matches the curiosity, this Seaway is going to be a real good deal . . . but right now it's catch-as-catch-can." The foreign freight agent shrugged, thinking back over the sometimes complicated, sometimes ironic, early days of St. Lawrence Seaway operation.

So far as he's concerned, the Seaway will account for a contribution to his road's net profit this year. But no firm patterns of traffic have been established. Rates are being studied, argued, and studied again. Rail facilities, for the time being, are more than adequate—it's the waterway facilities that have produced harbor jams. Outbound ships, searching around for a return cargo, are filling up (at least bottoms) with grain. Inbound ships are arriving loaded with steel—all sizes, types and shapes of steel—but how much of the steel is repeat import traffic? How much is industry's hedge against a steel strike? Nobody knows for sure.

The rate issue, in particular, has developed considerable heat. Port interests are crying for export rail rates. Some railroad men concede that such rates are coming, eventually. Others back off. They're eyeing the extra costs the carriers might have to absorb. And, they point out, in some cases export rate and lower rate are not synonymous.

(The port of New Orleans is a case in point so far as extra costs are concerned. Railroads there have been absorbing a 15-cent tollage charge assessed by the dock board. Last Jan. 1, the board upped the charge to 28 cents. The railroads protested. "We said we could not go above the 15 cents we were absorbing," IC President Wayne A. Johnston commented recently. "We said there was no margin left for us out of which to absorb any more tollage." The result: an impasse that hasn't yet been resolved.)

Whatever impact the Seaway has had thus far has probably been felt most by two roads—Chicago & North Western, which serves all the western lake ports; and Rock Island, which serves, exclusively, the Lake Calumet port development at Chicago. (A decision is expected within the next few weeks on bids by six other carriers to serve that area.)

C&NW serves Chicago's Navy Pier—and expects great things from the facility in general cargo traffic. (Just last week two ship lines threw up their hands at delays and costs incidental to berthing at Lake Calumet and cast their lot with Navy Pier.)

Milwaukee has attracted considerable traffic—both as a port in its own right and as an alternate when shipping has clogged Chicago facilities. And Duluth has enjoyed a heavy movement of export grain.

Rock Island has experienced a siz-

Traffic Through Welland Canal (tons)

(tons, 2,000 lb)

MAY 1959	Upbound	Downbound	TOTAL
BULK CARGO	636,100	2,255,300	2,891,400
GENERAL CARGO	45,150	160,100	205,250
TOTAL CARGO	681,250	2,415,400	3,096,650
MAY 1958			
TOTAL CARGO	528,325	2,212,640	2,740,965
INCREASE (%)	28.9	9.2	13.0
NAVIGATION SEASON—APRIL AND MAY, 1959:			
BULK CARGO	859,052	3,045,800	3,904,852
GENERAL CARGO	70,713	250,750	321,463
TOTAL CARGO	929,765	3,296,550	4,226,315
APRIL AND MAY, 1958:			
TOTAL CARGO	776,151	3,336,516	4,112,667
INCREASE (%)	19.8	— 1.2	2.8

able gain in traffic through the Lake Calumet port—but only recently has the business stabilized to a steady flow. Thus far, import traffic hasn't opened up much beyond the immediate Chicago area. But, Rock Island traffic men believe, once the expected traffic growth materializes, import business will stretch out into the vast Chicago tributary area.

Seaway operation also has pointed up certain economic imbalances between import and domestic products. One foreign freight agent noted the importation of steel at a price competitive with steel produced in Chicago's backyard. Another cited the case of a small manufacturer who could have a duplicate of his product imported and delivered at his factory dock more cheaply than he can get his own product across the dock. The U.S. is still exporting more than importing, this traffic man commented—but rising production costs here are making import possibilities more and more attractive.

First figures on Seaway traffic generally point to a faster rate of growth than some forecasters had predicted. For April and May, total tonnage via the Seaway proper (between Montreal and Lake Ontario) increased about 27% over the figures for the two months last year—despite the fact that navigation opened later this year than in 1958. For May alone, traffic was up almost 50%. Traffic to the western lakes, through the Welland Canal (detailed in the accompanying box) increased in smaller, but still substantial proportion—especially since downbound movement in April was largely limited to U. S. and Canadian ships which had wintered in the upper lakes.

Railroads are getting a part of the traffic increase—but truckers also appear to be getting a substantial slice. (Western railroad efforts to establish export rates on grain are aimed mainly at truck and truck-barge competition from interior points to Seaway ports.)

Under present operating conditions, western carriers serving the ports are finding it tolerable living with the Seaway. But some traffic men are already looking ahead to 1962 and the completion of the Cal-Sag Channel navigation project—which, via the Illinois Waterway System, will link the Great Lakes with the Mississippi. From a cost standpoint alone, Cal-Sag outshines the Seaway. The channel project may cost about $198,000,000 (in terms of 1956 dollars)—more than the United States' admitted share of the Seaway project, to date. From a competitive standpoint, the waterway system could be a serious threat—even if its traffic falls short of the predictions (10,000,000 tons within five years, more than 18,000,000 tons 20 years farther into the future). Present traffic runs about 5,000,000 tons.

1959 Capital Outlays May Top Last Year's

Class I line-haul railroads now expect to make gross capital expenditures of more than $802,665,000 this year. That would be 8.8% above last year's $738,038,000.

This is indicated by reports to the ICC which include first-quarter returns from all 110 of the line-haul roads and estimates for this year's other three quarters from 105 of them. The first quarter expenditures were actually down 37.6%—to $158,400,000 from 1958's $253,763,000.

The presently estimated total of $802,665,000 is expected to include $508,784,000 for equipment and $293,881,000 for road facilities. The 110-road figures for 1958 were $479,680,000 and $258,358,000, respectively.

Watching Washington *with Walter Taft*

• **ADEQUACY OF RAILROADS** for a defense emergency is being investigated by a Congressional committee. The investigation is part of a study to determine whether the country's transportation system could support the defense effort that would be called for in the event of mobilization.

THE STUDY is being made by a House Armed Services subcommittee headed by Representative Kilday of Texas. It is expected to reach the public-hearing stage by the middle of next month. Mr. Kilday has said that adequacy of rail transportation is of "particular concern" to the subcommittee, since "we don't want to assume that, because the railroads were able to do an effective transportation job in World Wars I and II, they could do the same necessary job again."

THE SUBCOMMITTEE EXPECTS that presentations at its hearings will come from the various modes of transport, government agencies, and other interested parties. It hopes they will deal with such questions as whether existing transport systems and facilities are sound physically and economically, whether regulation assists or retards the economic growth of any transport agency, and transport's capability of expanding in the event of mobilization.

OTHER QUESTIONS TO THE FORE will be what has been done by the Department of Defense and the Office of Civilian and Defense Mobilization to determine transport needs in an emergency, what reliance will be placed on commercial transportation, and what the priority system will be if there is a transport shortage.

CARRIER REPRESENTATIVES are expected to tell what they have been doing in the way of defense planning. The subcommittee also wants to know whether any particular mode of transportation will have a paramount role, and, if so, how it will be utilized and why other modes couldn't do the same jobs.

THE LINE UP for next month's hearing contemplates that the railroad industry's presentation will include statements by three or four presidents and other testimony by officers of the AAR. This will come after the subcommittee has heard from the Department of Commerce and ICC. The railroad witnesses will be followed by representatives of other carriers and the defense agencies.

RAILROAD LABOR is also expected to be on hand. The union leaders "welcomed" the inquiry with a statement citing their warnings that "curtailment of rail service and inadequate maintenance of equipment, ways and structures, offer a grave threat to the national defense."

Steel-Corr

THE SILVER LINING TO THE FREIGHT CAR SHORTAGE PROBLEM

from "bad order" cars to BETTER THAN NEW in minutes!

STEEL CORR

FORD CARLINER DIVISION

MANUFACTURED BY INTERNATIONAL PAPER CO.

No "before" and "after" picture can tell the true story of *Steel-Corr*, because *all* liners are made to *look* good—to appreciate *Steel-Corr*, you must learn the INSIDE STORY...

THE INSIDE STORY OF THE CAR LINER THAT SOLVES TWO PROBLEMS FOR ROADS AND SHIPPERS:

MORE CARS— BETTER LADING PROTECTION

Steel-Corr

SMOOTH

No protruding edges, nails or straps to catch lading. Extremely tight fit eliminates all infestation harbors.

RUGGED

Static load tests prove *Steel-Corr's* stretch, pressure and "break-away" qualities to be beyond the highest measure of requirement. *Dynamic load tests* prove *Steel-Corr* to be amazingly *puncture-proof!*

WEATHERPROOF

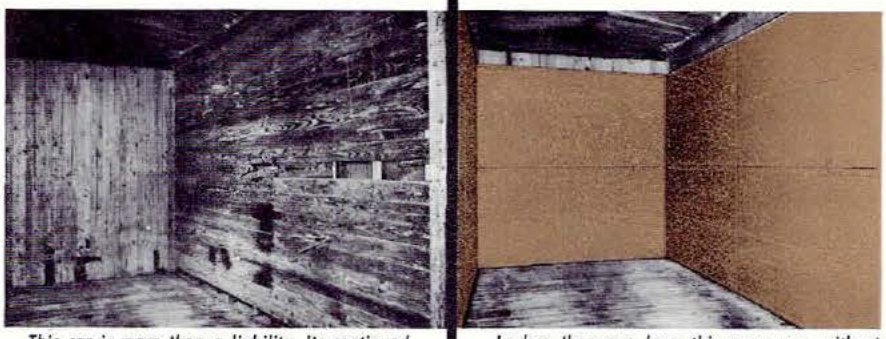
A *remarkable bonus* in *Steel-Corr* is its great resistance to COLD, HEAT and MOISTURE. Due to the special bonding material, lading is weather-protected—water resistant.

ECONOMICAL

All the advantages of expensive materials without high original cost. Less expensive to install and maintain, too.

Existing lading strap anchors may be used with Steel-Corr liner.

BEFORE | **AFTER**



This car is more than a liability. Its continued use for "just one more trip" before shopping can cause damage claims. It is an employee hazard—a lading trap.

In less than one hour this same car—without expensive shopping—is back on the line earning revenue with better lading protection than provided by the original car!

Two men can take a car off the "shopping list" *in less than an hour!* No special tools or equipment needed. Just a hammer, ordinary roofing nails, step ladder and *Steel-Corr!*

Here at last is a low-cost car liner that can stand on its own!

Until now, upgrading materials have always depended entirely on the original lining for strength, retentive and protective qualities.

Until now, large holes, rotting sections and major lining damage have dictated shopping—regardless of available upgrading material.

Until now—until *Steel-Corr!*

NOW! Steel-Corr introduces an entirely new principle to the field of car lining. THE OLD PRINCIPLE: *"If you can't cure it, obscure it."*

Steel-Corr does more than obscure—is *more* than a cure! Steel-Corr is a lining in itself, *intrinsically* capable of lading retention and protection by itself, utilizing the old lining mainly for attachment.

Steel-Corr's design is such that, if necessary, by the extention of its engineering principle, its construction could hold and protect lading if none of the original lining remained—and Steel-Corr were attached directly to the Z-bar posts.

Steel-Corr can *cut* your shop orders—*add* revenue mileage immediately—and with the *added bonus of* a *new* interior which *actually provides better lading protection than the original lining.*

FOR STORAGE:—Steel-Corr is equally valuable and as easily adaptable for re-lining trailers, warehouse facilities, etc.

For service, information or brochure, write:

LINER BOARD

Three sheets of tough, impregnated, puncture resistant liner board which alone could protect the average lading under normal shipping conditions.

But this is only a containing medium in Steel-Corr!

CORRUGATED MEDIUM

Two panels of heavy corrugated board *bonded* to liner board and steel with a special *heat resistant, weather resistant, moisture proof adhesive.*

STEEL

Three ¾" steel straps embedded in the heart of the panel run the full length and width of the car, in effect giving you six bands of steel girdling the car—and lading—from floor to roof.

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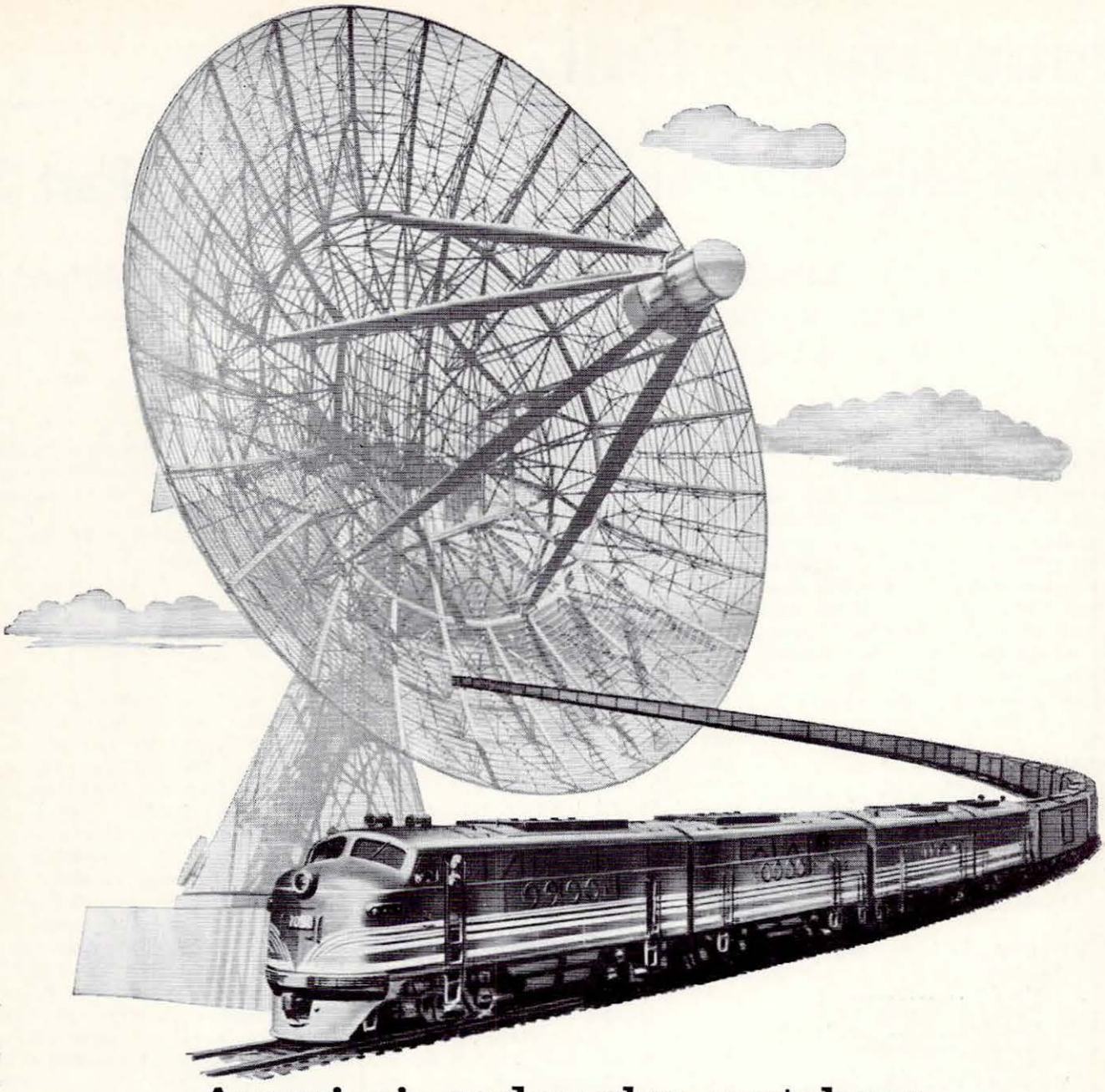


America's radar sky-watchers report for duty on rails of steel

Another example of how railroad progress goes hand in hand with U. S. progress

Stretching across America, a vast network of radar stations is on guard night and day—helping to keep the skies above your home free of intruders.

And America's progressive railroads are essential to these radar installations. They help to haul the raw materials for their construction. They help move the finished components to their duty stations. No other form of transportation can handle such massive hauling jobs with the economy and efficiency of the railroads.

The railroads are vital to our national defense and to the growth of our economy. The country — you — couldn't do without them.

RAILROAD PROGRESS: Welded rail, laid in continuous lengths of steel, gives passengers and freight smoother rides.

AMERICA MOVES AHEAD WITH THE RAILROADS

Association of American Railroads, Washington, D. C.

ESSENTIAL TO THE NATION'S ECONOMY

June Traffic Poll

What Shippers Think of RR Salesmen—Part 3

Nearly all traffic managers like to have salesmen call—preferably at regular intervals or whenever they have some new service or rate to sell. Most shippers will see them at any time.

Proposition

As competition for freight traffic between various modes of transportation increases, many railroads are paying more attention to training, organization and activities of their traffic sales forces. This month's Poll is the third in a series designed, in total, to ascertain what shippers think about railroad salesmen and their work, and to find out how that work might be improved.

Questions

(1) Do you consider calls by railroad salesmen:

Helpful?	**82**
Unimportant?	**5**
A waste of time?	**1**
Unclassifiable	**6**

(2) How often should they call?

Regularly	**32**
Weekly	**1**
Weekly or monthly	**2**
Monthly	**21**
Monthly or quarterly	**4**
Quarterly	**4**
Whenever they have some new service or rate which may be helpful	**17**
Whenever they have some new service or rate which may be helpful, *and also* at regular intervals	**39**
Monthly	**28**
Monthly or quarterly	**3**
Quarterly	**8**
Depends on volume	**5**

(3) Do you prefer calls:

By appointment only?	**13**
At regularly specified times?	**22**
At any time?	**55**
Depends on purpose of call	**5**

So far as most industrial traffic managers are concerned, the welcome mat is out, and the door is open, for railroad freight salesmen—at least for the well-trained salesman who knows his product and keeps his visits brief and businesslike.

About 87% of all shippers answering Railway Age's current Traffic Poll say they find salesmen's calls helpful; 76% like salesmen to call at fairly regular intervals; and 58% are willing to see them at almost any time. But replies on all three points were subject to a good many individual qualifications.

Not all shippers, for example, think all salesmen are helpful. Only a few respondents went so far as the man who expressed the "confidential" opinion that "most railroad sales people that call are not familiar with rate or other traffic problems affecting their railroad's relationship with our company." Several, however, put the number of "helpful" calls as "less than 10%," "about 20%," "some," or "50-50." "It depends on the individual," says W. R. Hofer, traffic manager, Olympia Brewing Co., Olympia, Wash. "Too many solicitors call merely to justify their expense accounts."

On the other hand, says J. A. Foley, traffic manager, American Furniture Co., Denver, Colo., "railroads whose representatives never call seldom receive much consideration when cars are routed." Solicitation calls, adds A. G. Bloecher, of the Quaker Oats Company's Traffic department, "create a bond between carrier and shipper, i.e., between seller and buyer. They mean the difference between doing business with a friend or a stranger. There is no question as to their importance or helpfulness."

The Poll's second question, as to desirable frequency of calls, expectedly produced considerable divergence of opinion.

As the tabulated replies indicate, the weight of opinion favors calls at monthly intervals, or whenever the salesman has some new rate or service to offer—or both. A good many shippers, however, suggest that the frequency of calls should depend largely on the relationship between railroad and shipper.

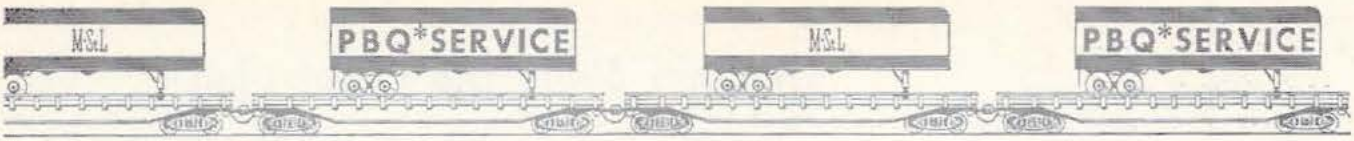
E. C. Madden, director of traffic for the Admiral Corp., Chicago, suggests, for example, that calls should be made "monthly or quarterly, depending upon volume of business." Similarly, W. C. Cole, general traffic manager, Georgia-Pacific Corporation, Portland, Ore., says "frequency of calls depends on importance of the line," to the shipper, with, in his case, local roads calling more often than small eastern carriers.

Much the same answers came from D. C. Ward, traffic manager, Hoerner Boxes, Inc., Keokuk, Iowa, and William DeBoer, TM for Colorado Fuel & Iron Corp., Denver. Frequency, says the former, "depends entirely on how much business is done between the companies and how many rate, service and other matters are currently in issue between carriers and industry." Mr. DeBoer thinks once a month is generally sufficient for local salesmen; "traveling men can do a good job on a quarterly basis." Similarly, Eugene Landis, director of transportation for International Minerals & Chemical Corp., Skokie, Ill., "welcomes some salesmen weekly because of the activeness of our business with them." "On the other hand," he adds, "some carriers would do well to call semiannually."

Quite a few shippers indicate a clear willingness to accept special calls at any time. "Frequency may vary," says H. T. Reed, director of transportation, Line Material Industries, McGraw-Edison Co., Milwaukee. "Normal calls," he points out, "should be about once a month, except for unusual circumstances," but "it is possible that two calls in one week might be necessary to furnish a shipper with important information."

Similarly, V. M. Stechishin, manager, Manitoba Transportation Commission, Winnipeg (who also favors monthly intervals for normal calls), says: "Where the railroad salesman has some new service or rate to offer, a call should be made promptly, since this type of call under no circumstances could be con-

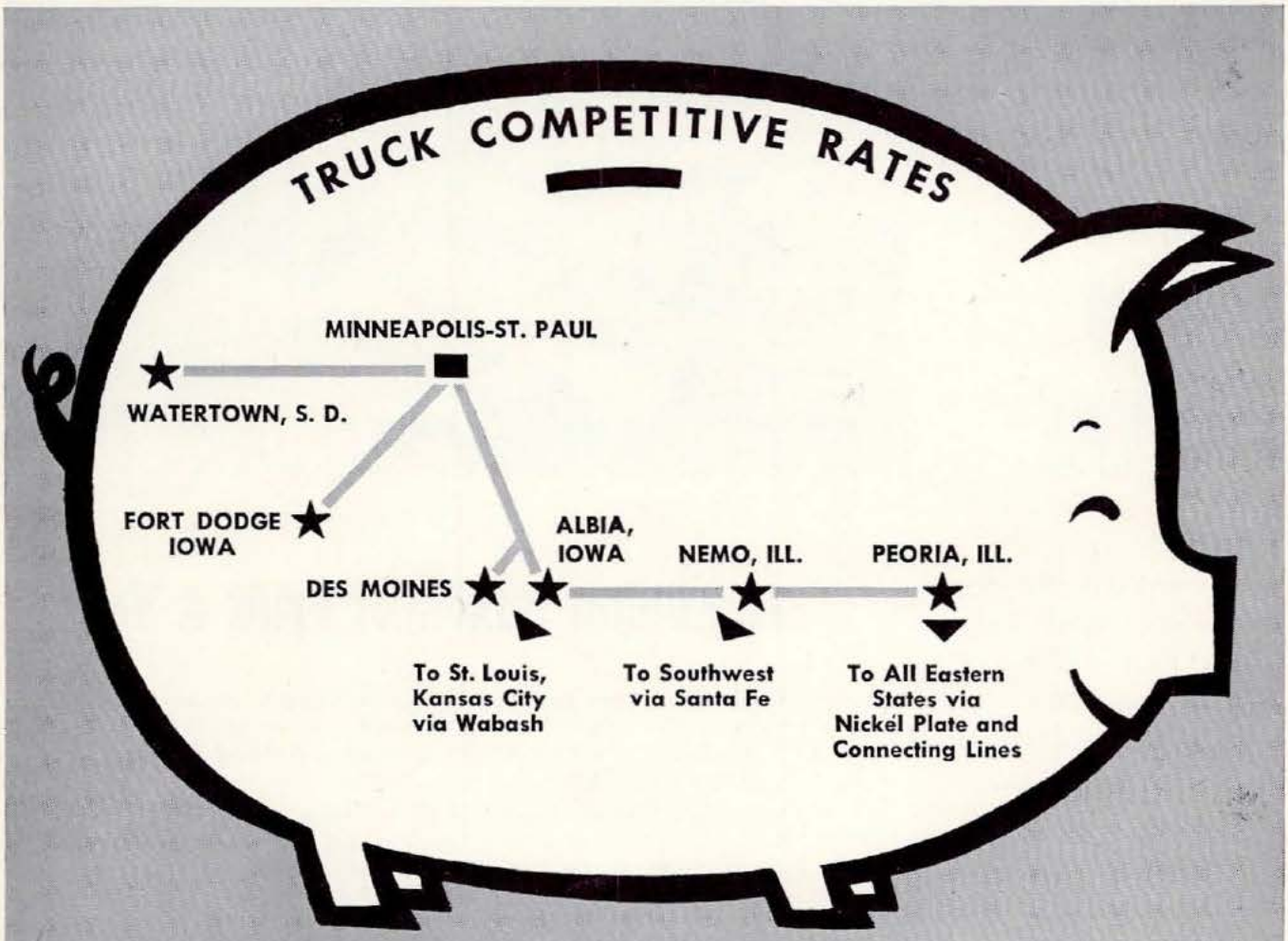
(Continued on page 60)



*Piggy Back Quick *Piggy Back Quick

everything from soup to nuts
including the kitchen sink can go . . .

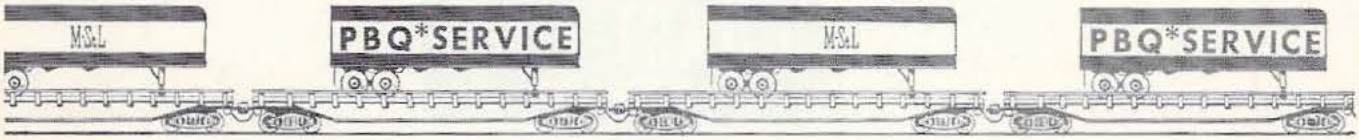
M·StL PIGGYBACK



MOBILE PIGGYBACK RAMPS INSTALLED WITHIN 24 HOURS

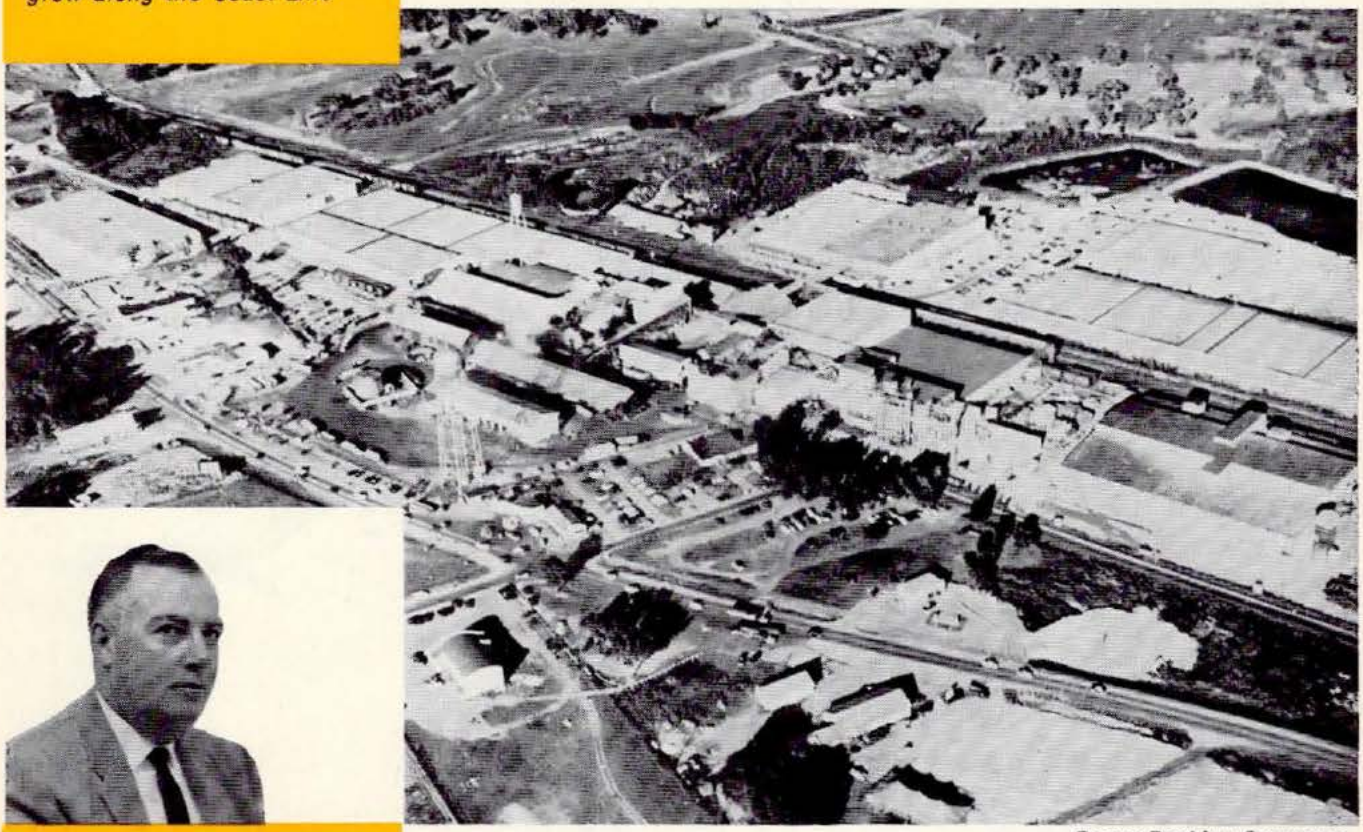
*Piggy Back Quick *Piggy Back Quick

The MINNEAPOLIS & ST. LOUIS RAILWAY Co.



One of a series spotlighting the companies that work and grow along the Coast Line

Shippers Along the Coast Line



Pasco Packing Company

Frank Dickinson has been Traffic Manager at Pasco five years, following more than 30 years with the C&WC Railway. He is Chairman of the Transportation Committee, National Association of Frozen Food Packers, and has held other top traffic posts. Frank expresses great faith in the future of frozen foods — provided they receive proper handling between production and consumption. And generally, he says, carriers are doing a "magnificent job."

12 Million Boxes of Fruit a Year

It all started when Spanish explorers planted the first sweet orange seeds in Florida about 1550. Pasco got into the act in 1936 when it was founded as a cooperative association, handling 250,000 boxes of fruit that first year.

Now, the 12,000,000 boxes handled by Pasco Packing Company of Dade City, Fla., is 20% more than Florida's total production in 1920. Pasco's plant, shown above, is the world's largest citrus processing plant. Its 34 buildings cover almost one million square feet of ground, and are situated on a 60-acre tract. There are railroad sidings for 205 cars.

Adequate, efficient transportation is of utmost importance in protecting the quality of Pasco products. The traffic department of Coast Line is adept in solving shipping problems peculiar to all types of industries. Shouldn't **you check** Coast Line before your next shipment?

ATLANTIC COAST LINE RAILROAD

Faster freight schedules are stepping up a definite trend toward railroad use of locomotives that pack more horsepower into fewer units

TWO F-M TRAIN MASTERS move coal on the Virginian, owner of the biggest TM fleet (25 units). Eight roads use the F-M unit—PRR, Wabash, Southern, Lackawanna, Reading, Virginian, SP and CNJ.

More HP Moves More Freight

Heavy freight trains operating on expedited schedules require more power up front.

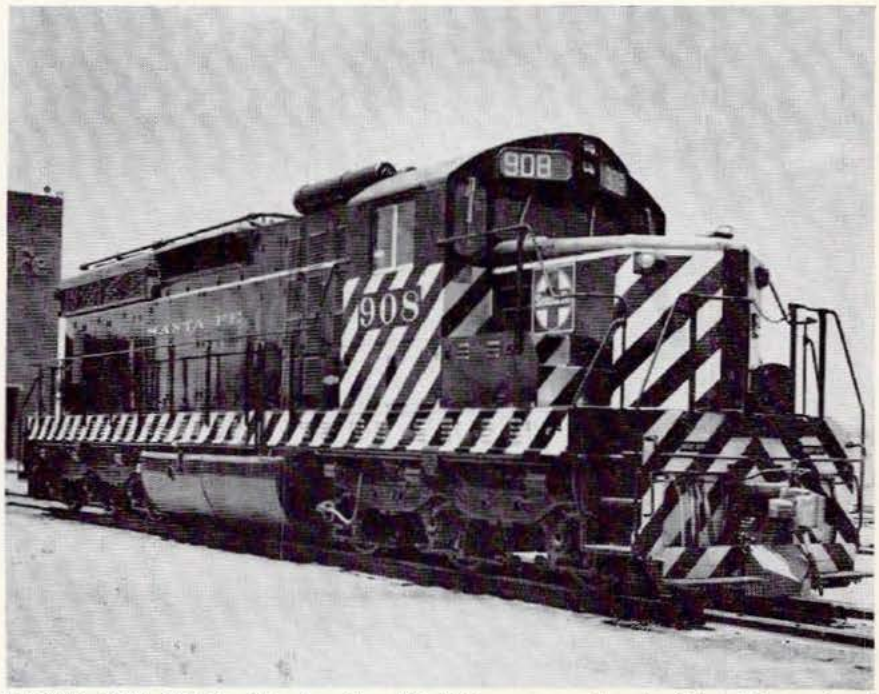
To an increasing degree, U. S. railroads are shooting for maximum power in a minimum number of locomotive units. The popular package today: 2,400 hp in a road-switcher body, a design available from Alco, Electro-Motive, and Fairbanks, Morse.

Order books at both Alco and EMD reflect last year's speed-up in freight schedules in the West. Four roads—Burlington, Santa Fe, Union Pacific and Southern—are investing in sizable numbers of turbocharged 2,400-hp locomotives to help them meet fast, forwarder- and shipper-oriented schedules. Current orders total more than 200 units.

The swing to higher horsepower has been a long time coming. F-M sent its Train Masters out on 170,000 demonstration miles about six years ago, but only eight roads were ready to buy 2,400 hp in a single package (about 105 TMs were sold in the U. S., plus another 22 in Canada).

Ironically, Fairbanks emphasized then many of the features that are making the high-horsepower unit popular today: "increased capacity in a minimum number of units . . . fewer units to service . . . less cost, fewer manhours for maintenance . . . increased freight train performance. The higher ton-miles per train-hour that you have planned for the future can be scheduled now."

Union Pacific has gone the farthest in acquiring high-horsepower motive power. UP will get 75 EMD SD24s (plus eight 8,500-hp gas turbines in service and 22 more on order from General Electric). Burlington is buying 16 SD24s; Santa Fe is getting 69 units, 45 from EMD and 24 from Alco; SP has ordered three units from Alco; and last week the Southern announced an order for 48 of the 2,400-hp units from EMD.

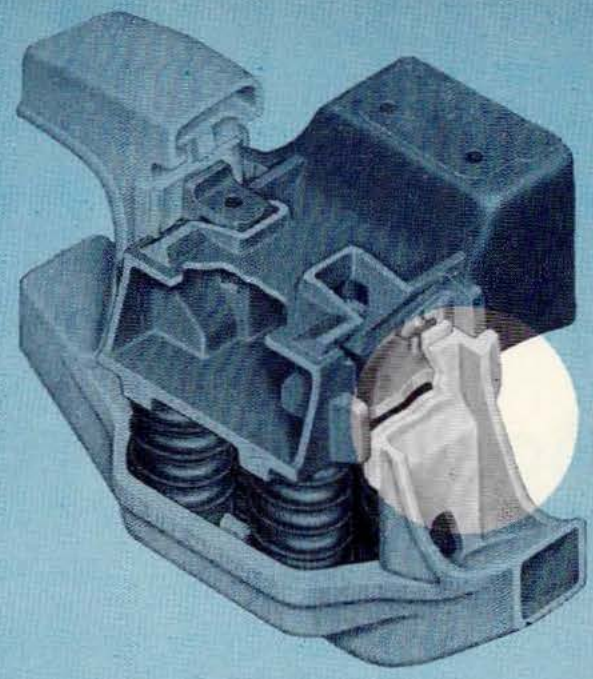


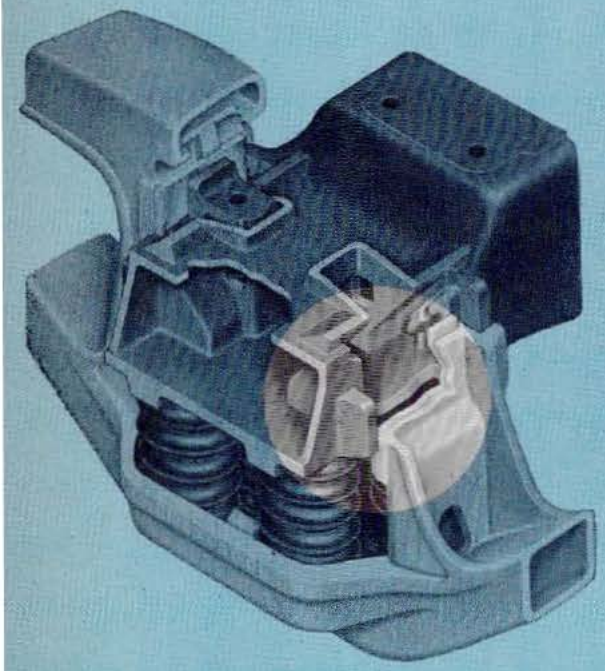
SANTA FE's SD24s, like its Alco DL 600s, were ordered with cutdown short hood, wide center cab window.

ALCO DL600 units 800, 801 and 802 bring a Santa Fe train of perishables through the California desert. Alco pioneered the design in 1953, but these are the first units for high-speed through freight service. Photo by Donald Sims

NEW **Larger friction-control surfaces**

Larger angle surfaces on bolster and larger shoe equalize wear for longer truck life.

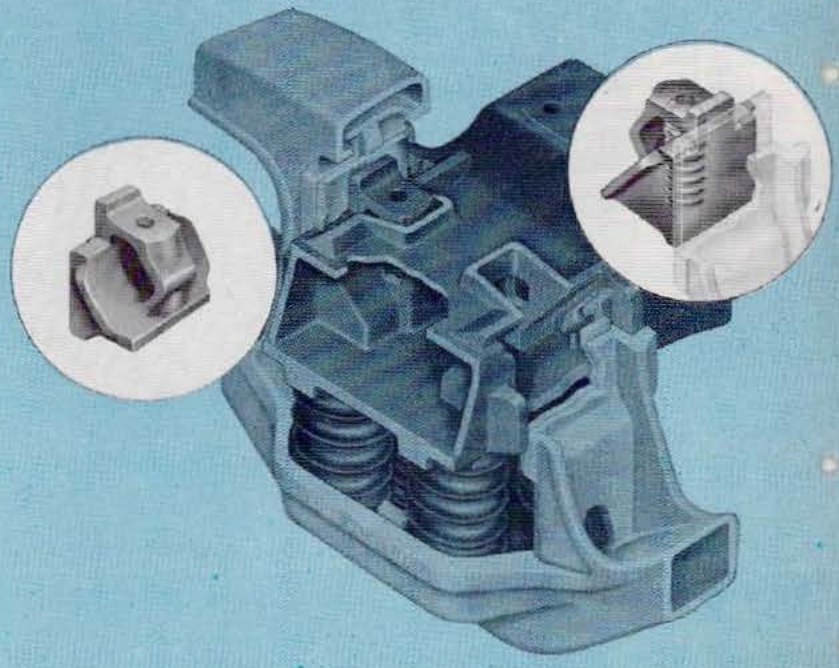




NEW

NEW **Wing shoe is shell-molded**

Larger areas—plus ASF's precision casting process that results in smoother surfaces and closer tolerances. New longer-wearing steel, too.



NEW **Superior bolster control**

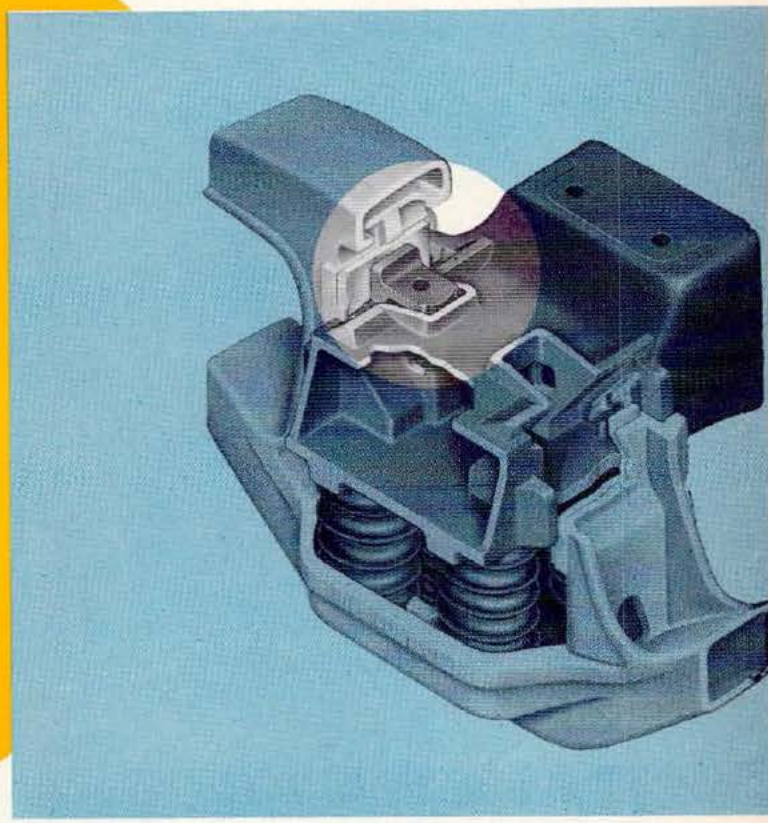
Longitudinal, lateral and rotary movement of bolster are under constant control. Ride-Control elements stay in proper position for improved ride and increased truck life.

NEW **Column wear plate with high weldability**

Steel composition and heat treatment developed for wear resistance, yet the plate is readily weldable.

ASF Ride-Control® Truck

...now better than ever



Here is the biggest step forward in truck design since the first of more than one million Ride-Control Trucks pointed the way to modern freight service. With the improvements presented on these pages, the new ASF Ride-Control Truck is better built to ride better longer and cost less to maintain.

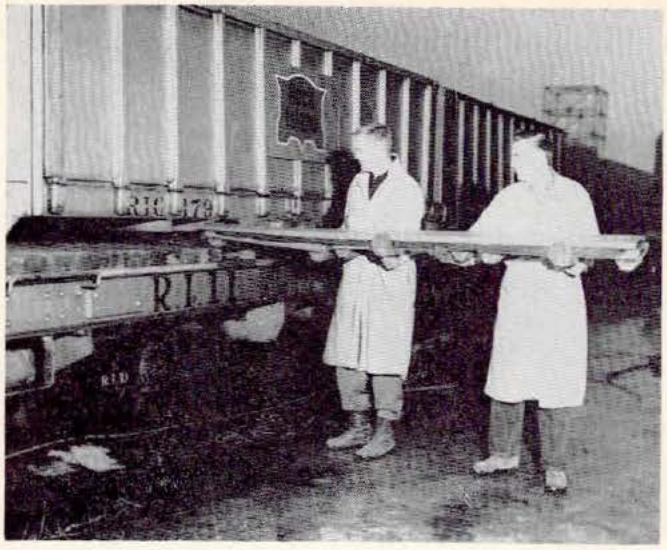
These new features were designed in ASF Research Laboratories and tested and proved under operating conditions on the ASF Service Laboratory Test Train. They are further examples which show you how ASF Research and Development continues to work to give you better products that save you money.

ASF

AMERICAN STEEL FOUNDRIES

Prudential Plaza, Chicago 1, Illinois

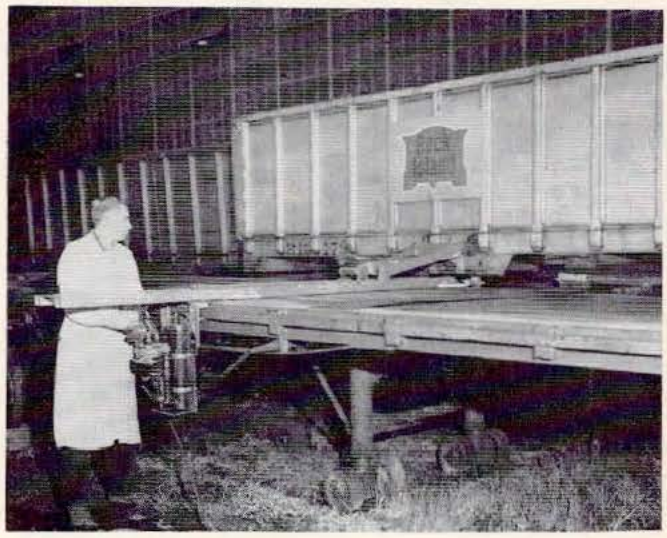
Canadian Manufacturer and Licensee: International Equipment Co., Ltd., Montreal 1, Quebec
Other Foreign Sales: American Steel Foundries, International, S.A., Chicago



1 AIR-LIFT UNIT—bag, carriage and covering sheet—fits into lift-truck fork pocket under container.

2 AIR PRESSURE inflates rubber reinforced bags, raising container up to 6 in. above car floor.

3 HAND WINCH transfers roller-supported container from car to truck or platform—or vice versa.



4 HYDRAULIC UNIT is also available for transfer. Articulated carriage adjusts for height differences.

Containers Transferred Fast

Low-volume, end-of-line transfer of containers between railway cars, trucks and freight platforms has been greatly simplified.

It's done with an air-lift roller device developed by Standard Railway Equipment Manufacturing Co.

The device "is intended for use wherever high-cost material handling equipment—such as fork trucks and cranes, economically feasible at high-volume transfer points—is not a practical investment," says D. C. Crawford, manager of Standard's Special Products division.

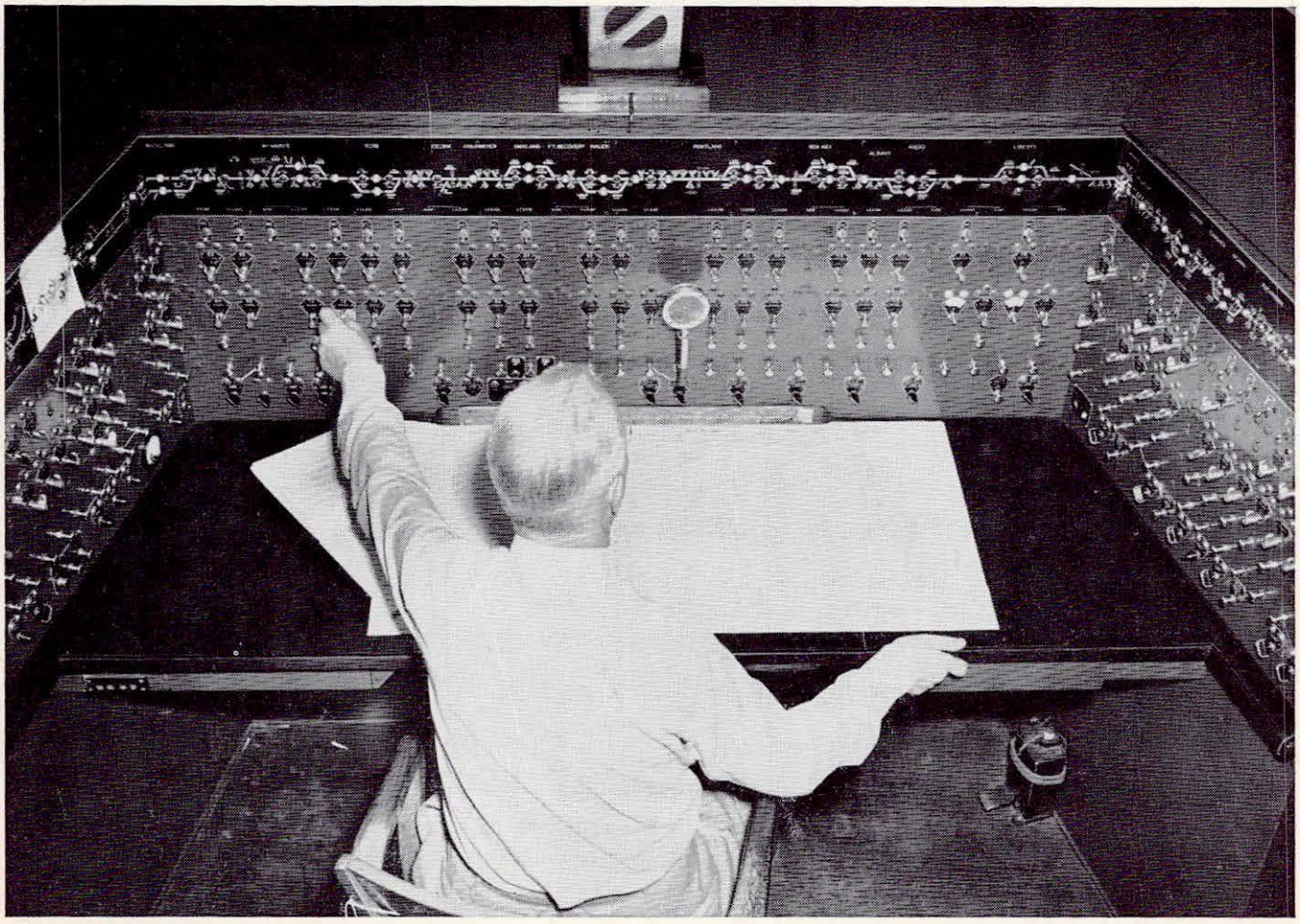
With it, he adds, two men in 10 minutes can transfer containers with gross weights of up to 30,000 lb, provided they have standard 5-in. by 12-in. lift-truck fork pockets.

The device consists of nylon fabric reinforced rubber air bags approximately 8 ft long, set on aluminum roller carriages and covered by aluminum sheets of the same length. In operation, a complete unit—bag, carriage and covering sheet—is placed in each of the fork truck pockets at the bottom of the container.

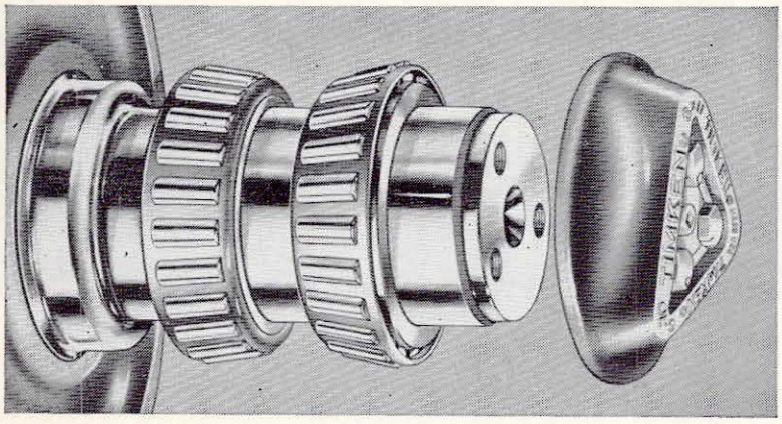
As the bags are inflated by air from any convenient source, the pressure raises the containers so they can be rolled to the desired location by hand winch or auxiliary hydraulic equipment available with the unit. Carriages are hinged at two points to give articulated action and to facilitate movement of containers between vehicles and platforms with elevation differences of as much as 6 in. The 12 rollers on each carriage are set in grease sealed ball bearings.

According to Mr. Crawford, the device is readily adaptable to existing systems. It has been tried on other containers than the Chicago, Rock Island & Pacific Convert-A-Frate units illustrated above.

RR's ELIMINATE DELAYS!



1. TRAFFIC CONTROL. Two trains speed toward each other on the same track. Hundreds of miles away a man watches a lighted board. He controls their movement so accurately that these trains can now go as fast as if they were operating on multiple tracks. That's Centralized Traffic Control—one of the many new steps railroads are taking to give shippers better service.



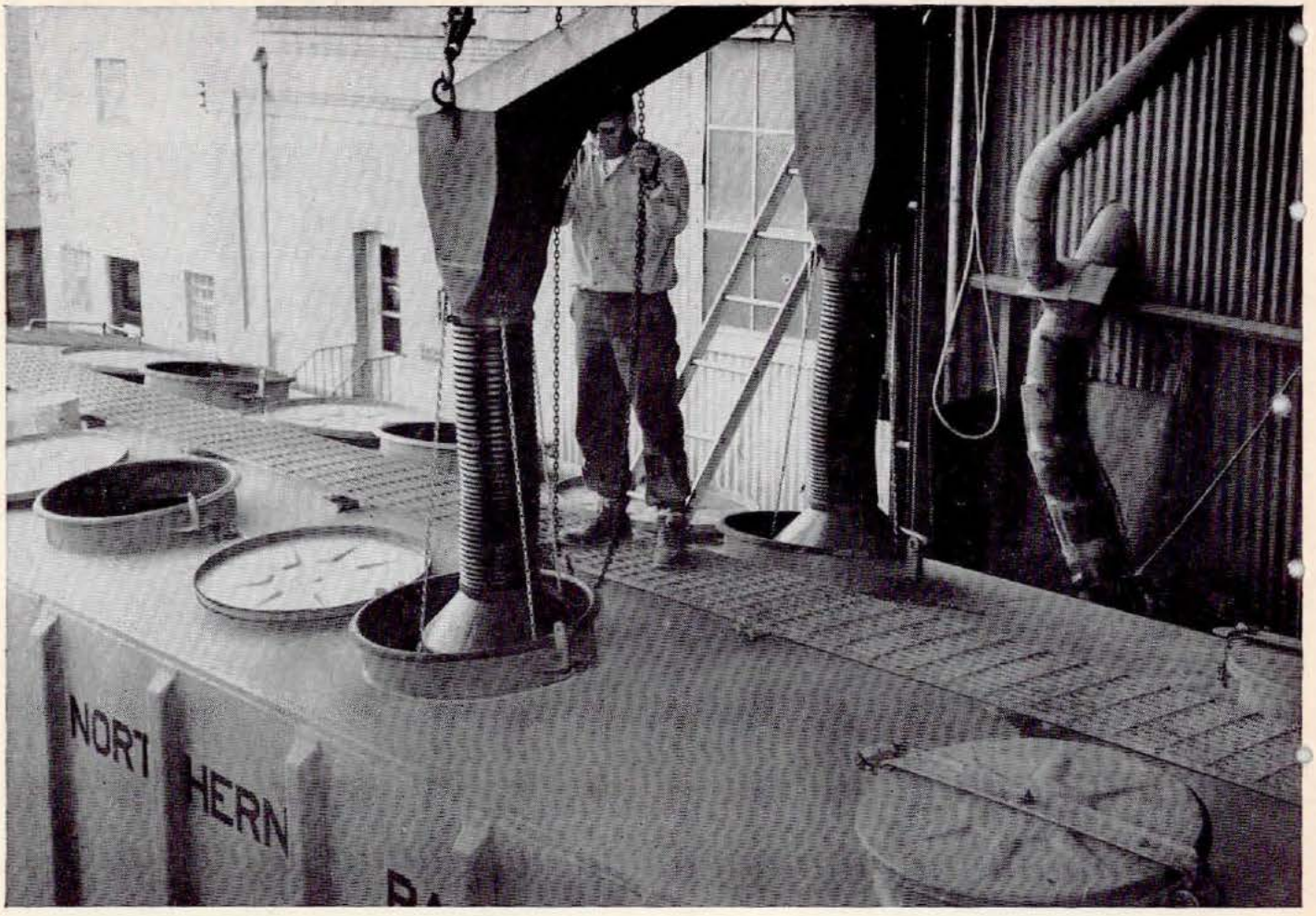
2. HOT BOX CONTROL. To make these speedy schedules possible, more and more railroads are going "Roller Freight". With Timken® tapered roller bearings on the axles, railroads eliminate the hot box problem—No. 1 cause of freight train delays. And they help get trains out of terminals faster because they cut terminal bearing inspection to 1/10 the time required for friction bearings. That's Better-ness. The Timken Roller Bearing Company, Canton 6, Ohio. Cable: "TIMROSCO". Makers of Tapered Roller Bearings, Fine Alloy Steels and Removable Rock Bits.

Timken bearings average 136,000,000 car-miles per overheated bearing.

BETTER-NESS rolls on

TIMKEN® **tapered roller bearings**

First in bearings for 60 years

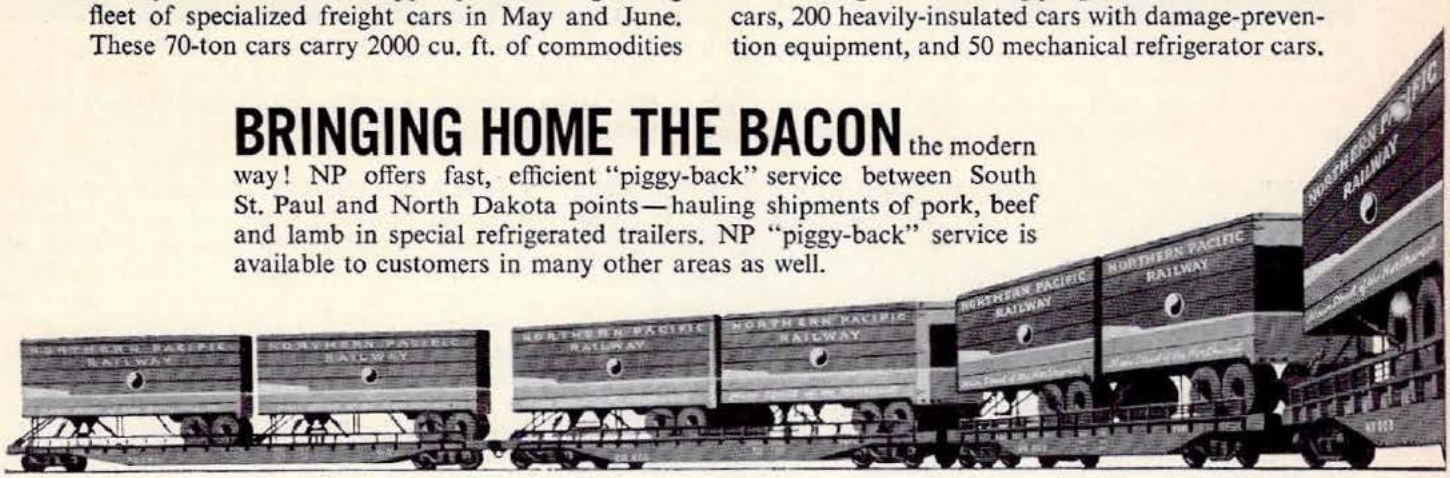


BIG JUMP IN HOPPERS!

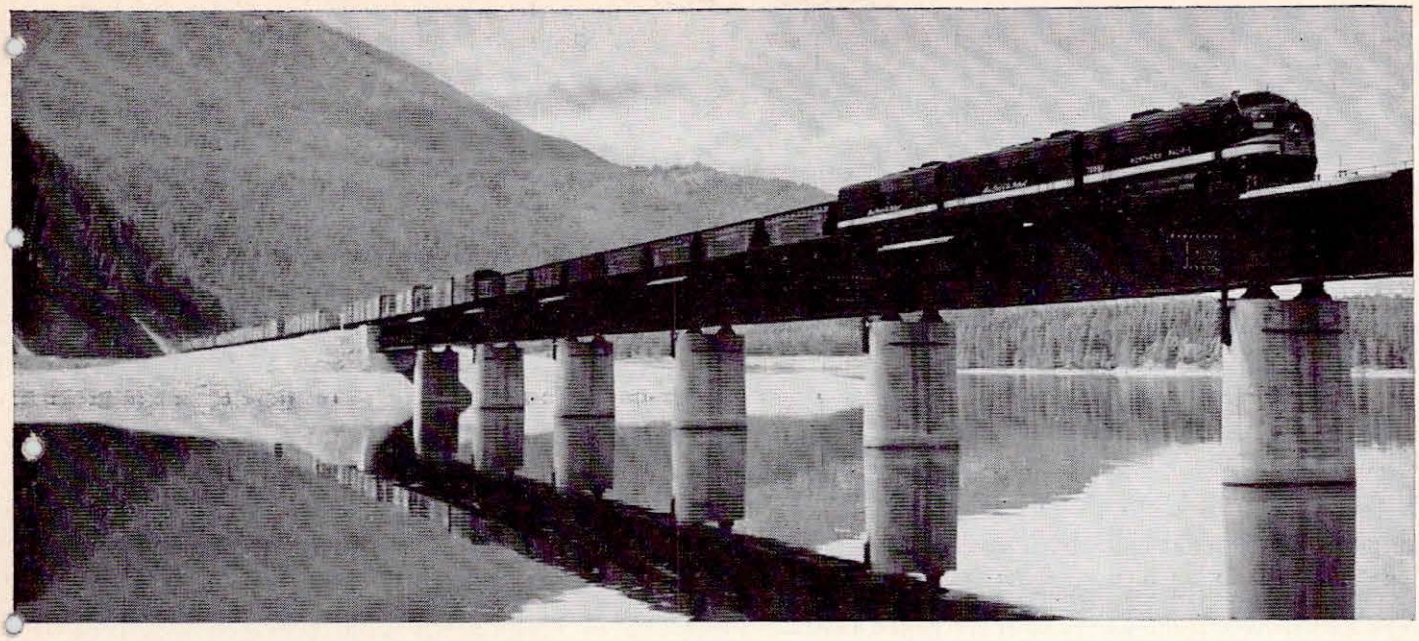
Ninety-nine new covered hoppers joined NP's growing fleet of specialized freight cars in May and June. These 70-ton cars carry 2000 cu. ft. of commodities such as malt, soybean meal, fish meal, salt, lime, roofing granules and cement. This year, NP's $12 million freight car building program calls for 800 box cars, 200 heavily-insulated cars with damage-prevention equipment, and 50 mechanical refrigerator cars.

BRINGING HOME THE BACON the modern way!

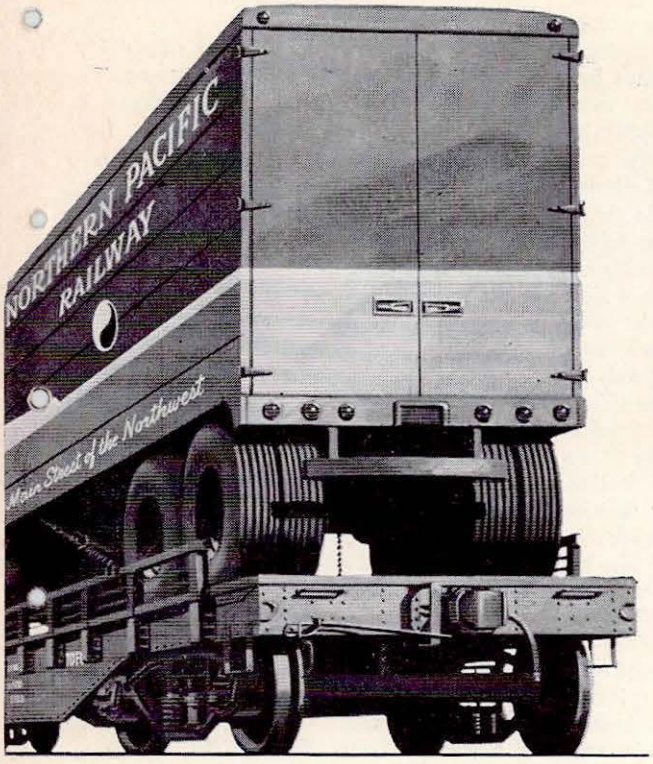
NP offers fast, efficient "piggy-back" service between South St. Paul and North Dakota points—hauling shipments of pork, beef and lamb in special refrigerated trailers. NP "piggy-back" service is available to customers in many other areas as well.



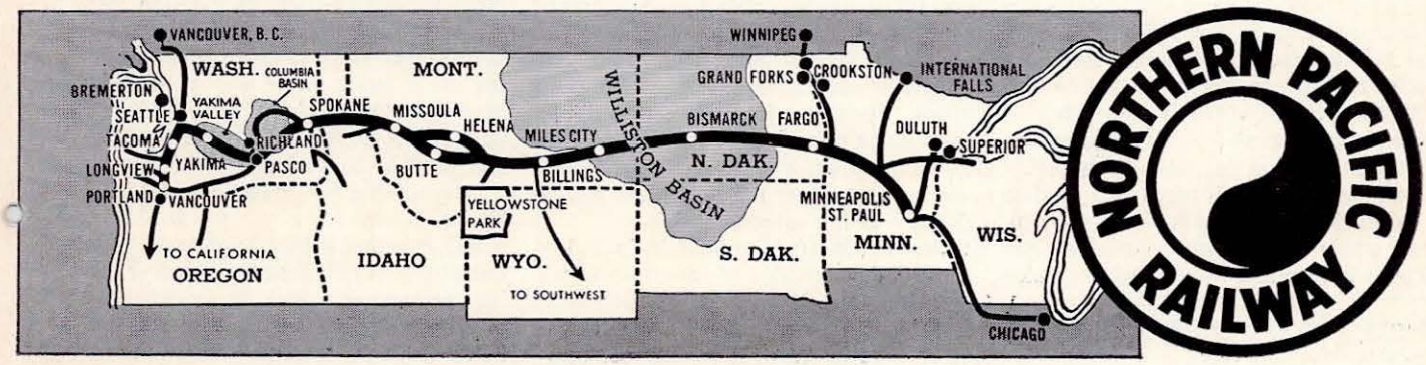
NORTHERN PACIFIC—really terrific!



WORTH FRAMING! This magnificent photograph of Northern Pacific's eastbound transcontinental freight crossing a new bridge over the Clark Fork river in western Montana is now available in a handsome full color reproduction, 25 x 30, ready for framing. For your free copy, write Otto Kopp, Vice President-Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.



WORD GETS AROUND *fast* on the NP —thanks to a recently expanded 2000-mile dial telephone system that links Fargo, Billings, Missoula and Spokane with the Twin Cities, Seattle and Tacoma. New hookup serves over 1200 NP phones, speeds inter-office communications, expedites freight movements. Picture shows conductor in caboose receiving relayed message from dispatcher by radio.



How to Sell Railroad Traffic

Inter-city freight transportation is a growth industry. It will grow because population is growing—but at a somewhat lesser rate, because decentralization of manufacturing will reduce length of average haul.

Railroad freight traffic will grow with population, too—but more slowly than total traffic, because of probable further losses in the percentage carried by rail.

Some individual railroads, in areas where there is an over-concentration of trackage—i.e., more than would be constructed under today's highly competitive conditions—will show an even slower traffic growth. They will be affected more severely both by competition and by decentralization.

But—railroad selling and service policies and practices can, to the degree they are effective, increase relative traffic growth for the industry and for individual companies.

Here, one of the country's largest industrial buyers of freight transportation outlines three ideas as to what those selling and service policies should be.*

By E. G. PLOWMAN

Vice President and
General Traffic Manager
United States Steel Corp.

Effective selling divides into three major parts:

- Maintaining the level of participation at the planned amount and ratio;
- Devising and using tactics that will bring about improved participation within the railroad industry; and
- Planning and carrying out strategic changes that, hopefully, will enlarge the amount and percent participation of the railroad industry as a whole in total inter-city freight shipments; and, thus, increase the attainable sales volume by all railroads and by each railroad.

The day-to-day sales work of a railroad divides, in turn, into solicitation and service. It is effective only if it consists in intelligent handling of a myriad of details.

In industry, many management control devices have been developed to guide and aid the solicitor in his endless task of getting the right orders from the right customers at the right time. For the railroad freight salesman, the most useful of these management tools is the establishment of controls over what is called product-mix. This concept is that participation in available business is not just an overall fact (such as that a railroad is obtaining 6.1% of the carload traffic of the entire country), but is built up product by product and sales territory by sales territory in a pattern that aims at a balanced situation that will yield maximum revenue and profit.

To accomplish a planned product-mix type of sales goal, it becomes important to avoid soliciting business that, if obtained, will distort the product-mix. Within the legal limits of common carriage there is some freedom of choice of traffic, else railroads would have little or no reason for employing solicitors. It follows that railroads, with respect to this area of adjustment which is directly within the control of the sales force, should provide their salesmen with usable information as to product-by-product and territory-by-territory selling goals and comparative results.

The service work of the sales force is quite different from the solicitation side. When a railroad salesman solicits a decision to route a carload over his line, he is trying to pick and choose the best out of all the possible carloads and routings he can obtain. When he puts on his other hat and services an actual movement, he becomes part of a team consisting of shipper, railroad sales forces, railroad operating department, and receiver. His railroad transportation service objective is perfection—"a quality product that deserves and wins market acceptance."

Erratic schedules or delayed movements resulting in excess handling, thawing or demurrage costs do not help to "win market acceptance." Providing service that meets the perfection test is the key to the salesman's job.

Service does not consist in imitating some other mode of transportation, even in speed. If it did, railroads would slow all barge competitive shipments down, and speed up all truck competitive movements. Service consists in doing a quality job of providing railroad transportation.

Service, as provided by the railroad salesman, has four essential features:

Accurate and dependable information. The salesman must know what is the attainable schedule of movement of the loaded car, and he must be able to assure his customer that he will receive and relay immediately information as to any deviation.

Fitness of the car for its intended purpose. Many a railroad salesman has secured a profitable carload shipment via his best paying route, offered a dependable schedule, and then botched the entire transaction by supplying a "jalopy" instead of a usable empty freight car. It would have been far better, had he known what the operating department was going to do, if he had refused to try to handle the shipment. The railroad sales executive should be ashamed to permit such cars to reach the customer's siding. By permitting this to continue, he is doing a disservice not only to his customer but to the railroad industry.

Freedom from damage to lading. Here the salesman is in a tough spot. If he promises and predicts no damage, he may get away with his gamble. On the other hand, he is just as likely to have gambled and lost. Then all he can do is try to get the claim settled quickly, and promise to do better next time.

Overcoming two major handicaps inherent in necessary use of destination siding, whether it be a team track or an industry unloading track. First, blocking and crating and paper wrapping used to protect the railroad load must be disposed of—and they cost time and

*Excerpted from an address on "Selective Selling of Railroad Freight Traffic" to sales representatives of the New York Central.

money to remove. (Incidentally, they also cost time and money at origin.) Second, and worse, the siding, no matter how well located, usually requires a short truck or crane movement to the actual point of use or storage.

The salesman's attack upon these problems is to understand them and to report them to his superiors—to, for example, his railroad's traffic manager in charge of rates. Frequently, however, the salesman himself can work out partial solutions, by, say, arranging for use of covered gondolas with fixed dunnage, or damage-free box cars.

Like Alice in Wonderland, a railroad salesman must run faster and faster just to maintain his company's relative participation within the railroad industry. The salesmen must learn how to run, and actually run even faster than that if they hope to increase their company's share of the available business.

The essence of running faster than anyone else, saleswise, consists in doing everything just a little better. And the most useful management tools that make this possible are communication and teamwork.

It is almost impossible to supply the railroad salesman with too many facts about each in-transit carload while it is on his railroad—provided the information is screened so he gets only what he can and will use, and that he does use it. The communication cycle should start with the empty car that is proposed to be offered for loading, and end with the pulling of the unloaded car with its waste paper, dunnage, dirt, and broken doors or fittings. Communication also should include the supplying at regular intervals of studies concerning product-mix, as well as special studies at irregular intervals on every other respect of customer relations that will be helpful.

Use Team Tactics

The tactics of meriting and winning improved participation are the tactics of intelligent and well-coordinated joint effort by a team of informed and skilled freight salesmen, each one doing his proper part. A team does not win by picking fights with its opponents.

This latter point is often neglected by railroad freight salesmen, many of whom seem to be more interested in undercutting other railroads by any means, rather than in gaining ground, relative to other railroads, by sheer excellence of railroad performance.

Shippers are concerned and often astonished over the intensity and even bitterness of competition between railroads, compared with the resigned attitude of many railroad salesmen toward loss of traffic to other modes of transportation. This situation seems to result from a general organization policy or practice that assigns inter-railroad competition to the sales force, and inter-modal competition to the home office.

The task of the salesman, in the latter case, apparently, often becomes only to report to his superiors that traffic he has tried to solicit is now moving by truck, barge, vessel, pipeline, or airplane. Clearly, such a method of handling inter-modal competition fails to use the teamwork power of the entire group.

Even though the broad strategy and general planning for recovery of traffic from other kinds of transportation must be carried out by the home office, the work that can be done by railroad salesmen in putting over the home office plan is very important.

It is not possible to express definitive judgment as to the effectiveness of railroad efforts to regain traffic lost to other forms of transportation. The various strategic moves and decisions, including new types of freight cars, piggyback and Flexi-Van, modernized communication to salesmen of freight car passing reports, and reliable freight train schedules, are known to everyone. It seems probable that the value of these is very great, else the ratio of participation by railroads in inter-city freight traffic might well have gone down even faster than it has.

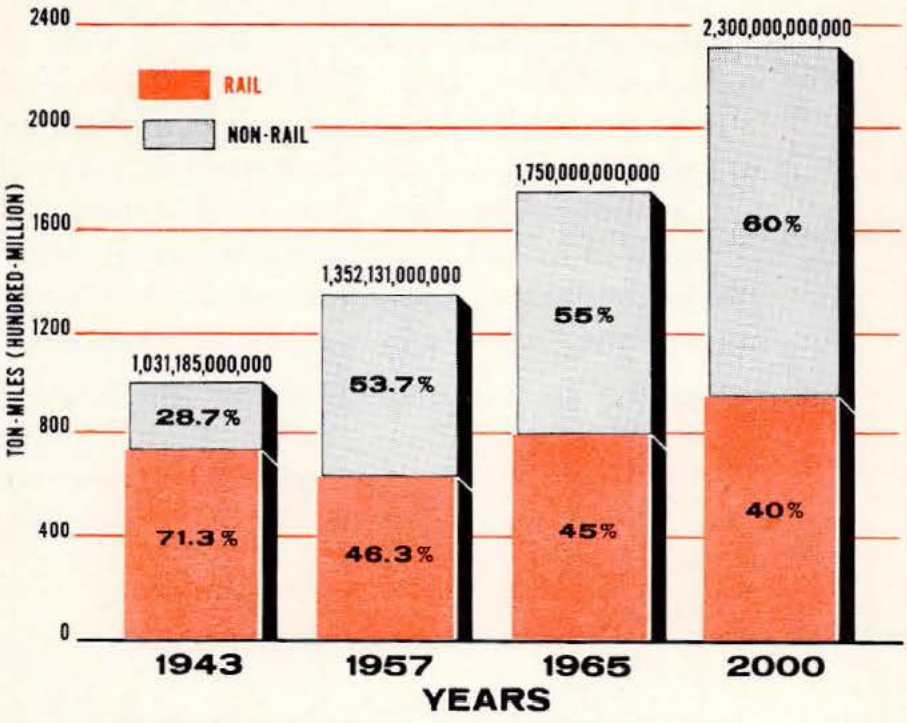
Suggestions made in this discussion of railroad freight salesmanship have emphasized selective selling of quality transportation by a coordinated railroad sales and operating team, linked with each other and with the customer by means of effective communication. Selective selling should not be confused, as it often has been in the past, with overemphasis upon "conspicuous tonnage" and upon the development of "bargain counter" routes offering excessive circuity which then becomes an advantage to certain customers.

Selective selling ideas derive from selling skill backed by knowledge:

- Of customer needs;
- Of competitive capability of other modes of transportation;
- Of the cost, and advantages and disadvantages, of private transportation; and
- Of the practical possibilities that can be offered by one's own railroad.

Railroad selling policies and practices can, to the extent of their effectiveness, increase the growth rate of railroad freight transportation. This is a goal to be sought and achieved because success can be the keystone in the "bridge" that leads to profits.

Profitable railroads mean carriers that are selling quality transportation competitively at the lowest cost consistent with sound management policies and earning, after taxes, a profit sufficient to do what a profit needs to do under any given set of conditions.



Mr. Plowman Predicts that . . .

In 1965, railroads will haul 45% of all inter-city ton-miles—but their actual freight traffic will be 7% greater than in 1943, at the peak of World War II.
In 2000, railroads will haul only 40% of all inter-city ton-miles—but their actual freight traffic will be 25% greater than in 1943.
Effective sales and service policies can increase these proportions, both for railroads as a whole and for individual companies.

And now we offer
TRANSLOADING
A new Southern service for faster, more convenient delivery of packaged freight

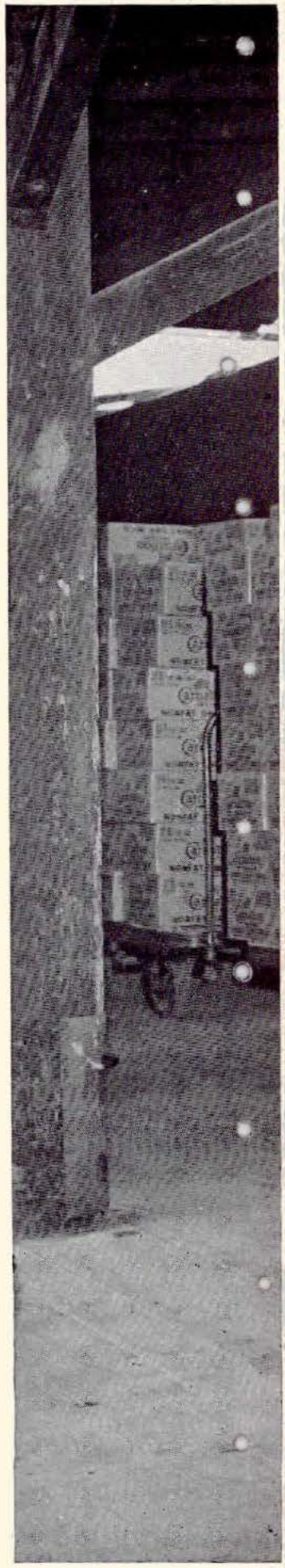
Now, in certain key cities on the Southern our new *transloading* service is available for convenient, time-saving delivery of carload packaged freight moving to many points within the South.

Under Southern's *transloading* plan, a shipper can route portions of an original carload to as many as three intermediate points in addition to the final destination of the car. The loaded car is first hauled to a *transloading* point, where freight bound for the intermediate destinations is transferred to separate cars for immediate shipment. Thus, in little more than the time required to unload freight at one in-transit stop, the various parts of a transloaded shipment reach all the different consignees in separate cities often hundreds of miles apart.

Our *transloading* points are strategically located at Spencer, N. C., Chattanooga and Knoxville, Tenn., Birmingham, Ala., and Atlanta, Ga. Ask our freight traffic representative nearest you to tell you all about this new, time-saving service offered by Southern!

SOUTHERN RAILWAY SYSTEM

THE SOUTHERN SR SERVES THE SOUTH



131
THE SOUTHERN
SR
20

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Perhaps you're planning to expand your plant facilities in the Seaboard Southeast — the nation's most promising region for growing industry. Let Seaboard's staff pass the word along to headquarters, where detailed, factual plant site information will be assembled and sent you promptly.

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CHATTANOOGA, TENN.	1015 James Bldg.	AMherst 6-3758
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DETROIT, MICH.	1207 Lafayette Bldg.	WOodward 2-8404
HOUSTON, TEX.	5610 Kenilwood	REpublic 4-0738
KANSAS CITY, MO.	1204 Fairfax Bldg.	VIctor 2-4747
LOUISVILLE, KY.	320 Heyburn Bldg.	JUniper 4-3413
MEMPHIS, TENN.	922 Exchange Bldg.	JAckson 6-7067
NASHVILLE, TENN.	830 Third Nat. Bank Bldg.	ALpine 6-7427
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. . . and of course at principal points in the six great states served by Seaboard.

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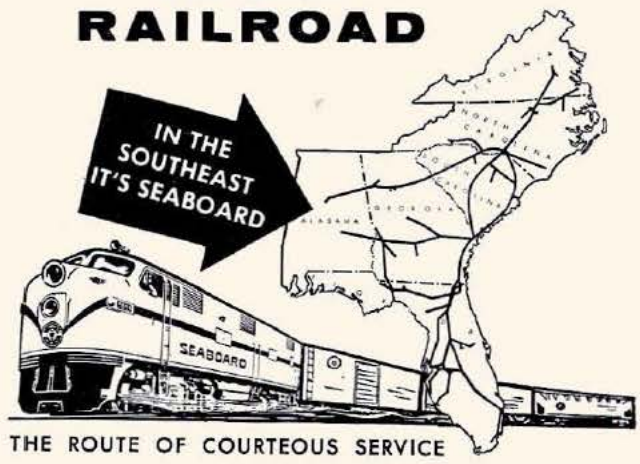
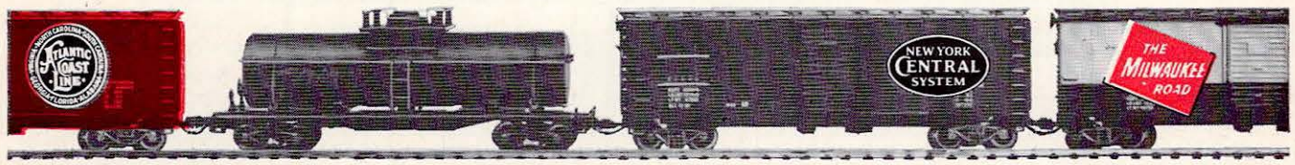
AIR LINE RAILROAD



THE ROUTE OF COURTEOUS SERVICE

These are some of the railroads which have



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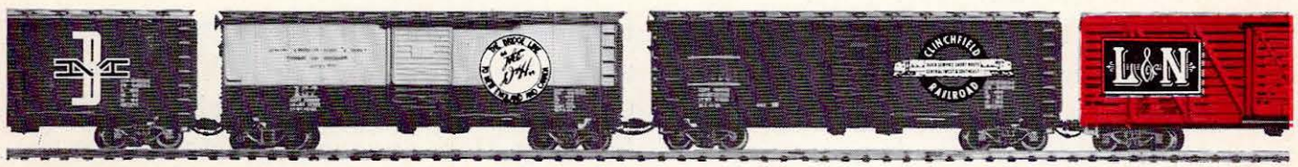
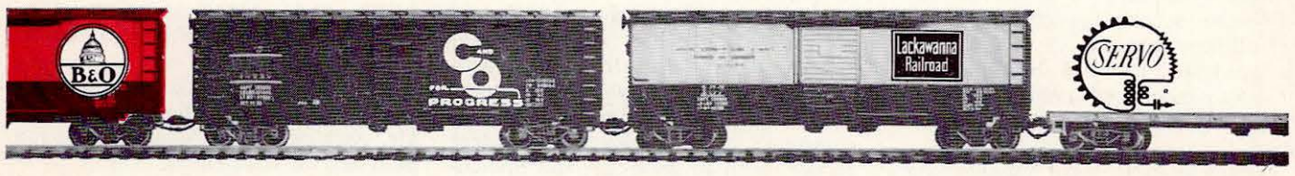
the patented, time-tested system— pays for



itself through savings...and serves safety



SERVO CORPORATION OF AMERICA...Serving Safety Through Science

RAILROAD PRODUCTS DIVISION 20-20 Jericho Turnpike New Hyde Park, L. I., New York

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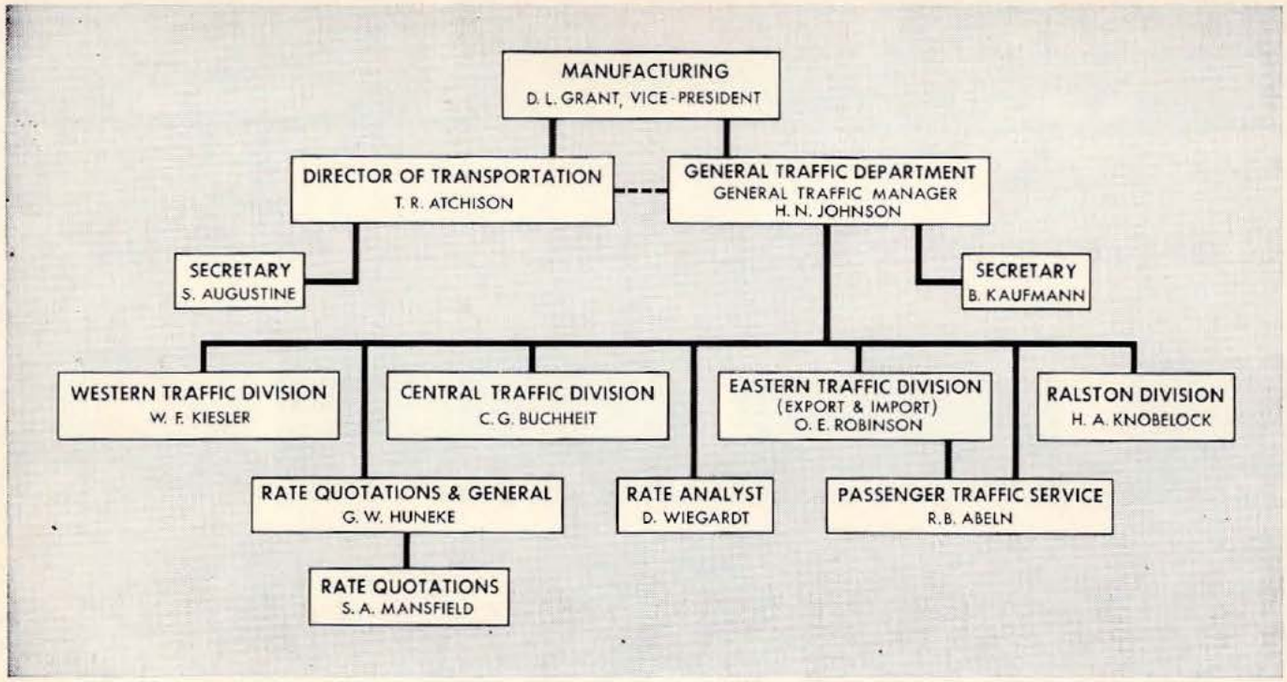
Other U. S. & Foreign Patents Applied For



HERE'S THE ORGANIZATION that handles shipment of Ralston Purina's half-billion-dollar annual sales.

RP Needs Whistle Stop Service

Forty million dollars, 98,000 carloads, 52% of total traffic shipped—that's the Ralston Purina Company's wrapup of its dealings with U.S. railroads last year.

Chances are the dollar volume and the loadings will increase in the years ahead. Chances are the percentage figure will continue to decline, as it has in recent years. But it's a safe bet that Purina and the railroads will continue to have a mutually beneficial relationship throughout the foreseeable future.

This is not to say that the status quo must be maintained. Ralston's director of transportation, "Till" Atchison, sees several areas in which the carriers could act to benefit both the feed industry and the railroad industry. Here are some of his views on the changing transportation picture and on Ralston Purina's place in the overall scene.

In Wisconsin alone, the Ralston Purina Company has some 120 dealers who receive carload shipments. The little community of Chetek, population 1,585, received 29 cars in the first two months of 1959. New Franken, population 200, got another 16 cars.

Those examples—big business, small town—are more the rule than the exception in Ralston Purina's transportation operation. Purina's big movement is feed—livestock and poultry feed, primarily. Its dealers—independent, franchised operators—are small-town businessmen, serving rural areas. Many of them are at or near main-line whistle-stops. Many others are on branch lines with daily or tri-weekly freight service.

This dealer decentralization—coupled with Purina's own plant decentralization—is the biggest factor in the company's constant plea for consistent service, both to main-line and branch-line points.

Overall, Ralston's traffic department, headed by T. R. Atchison, sees service and equipment supply as the twin problems in obtaining efficient, dependable rail movement.

Mr. Atchison points out that more than 90% of Ralston's distribution is through dealers in small towns (some 4,800 of the 6,000 dealers handling Purina feeds have facilities to receive carload shipments).

"Because most of these distributors are located between terminal points," Mr. Atchison notes, "consistently good local service is essential.

"Mills built over the past several years have been located, so far as possible, where several railroads offer service. But here again, the small community is preferred.

"Because the building of each new mill brings the manufacturer closer

to more of his customers, competition for the haul becomes keener. Fast, dependable service is, of course, preferred —but relatively slow, dependable service can be sold when it's coupled with other normal factors.

"Consistently poor service, fast or slow, has proved to be deadly to any type of transportation."

Purina feels that "traffic handled between points on a single railroad, whether they be terminal or local, must receive the same scheduled handling that is given the cross-country shipment. It can't be said that any movement of freight today is non-competitive.

"Many railroads have vastly improved their local service in the past few years—but a more general improvement is still needed."

Wants More Bulk Cars

With better service must come better equipment—preferably equipment suited to the movement of feed in bulk. Purina applauds the growing swing to covered hoppers—but it would like to see the trend develop at a faster pace.

The reasons are obvious. Today's flocks and herds are larger, require more feed per farm or ranch. Economical handling of feed has become a 1-A priority problem.

Labor and material costs for handling and packaging feeds have increased. The solution has been to ship both raw materials and finished products in bulk. That, in turn, has lead to heavy demand for a new type container. Box cars, Purina notes, "are not particularly suited to this kind of load."

Even now, almost all of Purina's inbound soybean meal is arriving in covered hopper cars—and the company vows that its bulk movements "will develop just as fast as there's equipment made available to handle it."

The reasoning is simple:

- With a bulk car, the product can be shipped on the cheapest delivered basis.
- Loss and damage is almost eliminated. Soybean meal used to go by box car and heavy claims resulted. Now the meal goes by covered hopper—and claims are rare.
- The heavier loading possible in covered hopper cars adds, in effect, to car supply. And box cars can be released for loads better handled that way.

Ralston knows its bulk movements are going to increase. Capital expenditures over the past several years indicate complete confidence that the trend toward bulk shipments will continue.

The company recognizes the carriers' problems in acquiring new equipment —but it views the situation as a partnership enterprise: If Purina is willing to make a sizable investment to promote tonnage, the carriers should be ready to make an investment to handle that tonnage.

With service and equipment needs spelled out, Mr. Atchison turns next to rates—an important factor, but not the most vital consideration in Purina traffic reckoning.

Needs Competitive Rates

His starting point: Railroads will have to get their basic rates down into the area of competition. His reasoning: Grain, grain products and feed rates in effect today predate the return of the barge and the arrival of the truck as competitive carriers. Adjustments, on an area or point-to-point basis, have been made frequently, but many of the rate scales which railroads call "normal rates" are still not at all competitive.

Equalization of markets and river crossing gateways, Purina's transportation director notes, "has been destroyed. There is a growing need for adjustment in the rail basis within and from and to the territories affected if the railroads are to become competitive again.

"Certainly no one can ignore the laws pertaining to bulk cargo and exempt commodities, but the final test is the cost of 'doing it yourself.'

"A comparison of the so-called normal rates and minimum weights with the well-established cost of transporting by barge or truck . . . indicates that unless rail rates are adjusted down into that general area, the trend (to barge and truck) will continue. This same comparison will usually show that an adjustment to a competitive basis will still give good car-mile earnings."

Purina, Mr. Atchison adds, "is basically a carload shipping company. Milling-in-transit is an important factor in the feed business and can well be a means for the railroads to hold existing tonnage and regain lost business —when it's granted on a competitive rate scale. Serious consideration should be given this problem."

Service, equipment, rates and Purina's decentralization (plants now in 30 states) have all contributed to the railroads' decline in relative importance as a carrier of Purina products. But as the rail percentage of total distribution slid from 72% in 1945-46 to 52% in 1957-58, total tonnage shipped by rail—and the rail freight bill—climbed sharply.

Fifteen years ago, Purina products accounted for some 39,000 loads. Last year the company shipped 98,000 cars. The freight bill in '45-46 amounted to $11,000,000 (including freight charges paid to all common carriers). Last year the rail bill alone was $40,000,000. (Freight charge totals don't cover certain items unknown specifically—any transportation charge included in the price of raw material bought delivered at mill or elevator; or cost of feed delivery where the hauling is done by the buyer.)

Purina's decentralization program has given it transportation advantages:

- Better, quicker customer service.
- Lower per-haul costs.
- Use of raw materials available in the local mill's territory.
- An increase in over-the-dock deliveries to dealers and distributors.

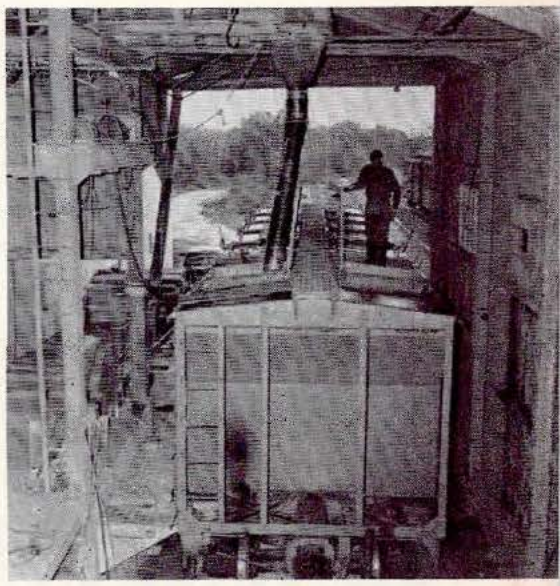
But the decentralization hasn't impaired common carrier revenues. Sales have climbed from $161,749,000 in 1945 to $493,527,000 last year. More sales mean more cars—and freight rate increases have boosted the bill even higher. Cost per ton, Mr. Atchison comments, "has risen materially."

Purina's basic operation has a built-in advantage factor for the railroad industry.

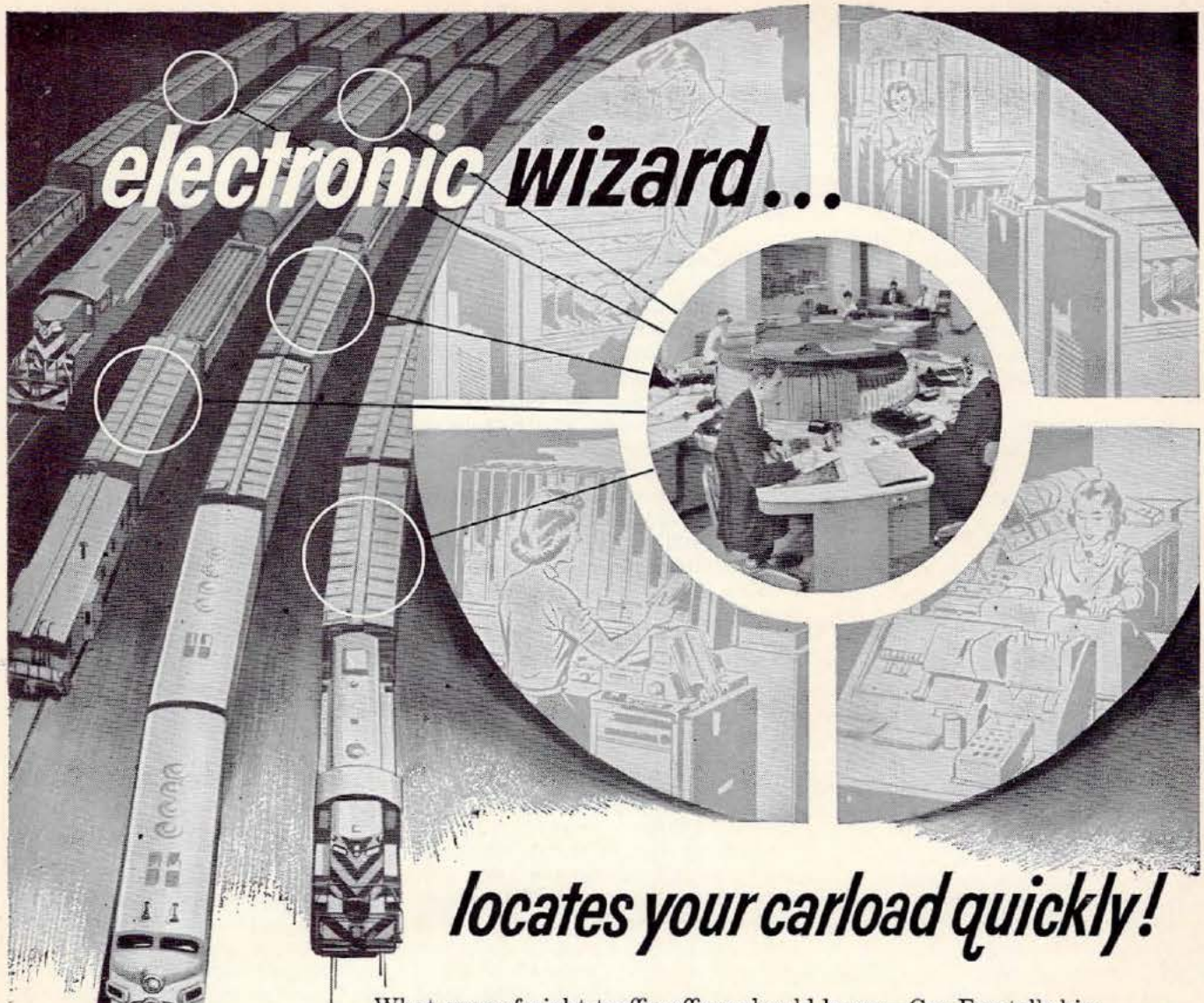
"In the manufacture of feed and uncooked cereal and the processing of soybeans, the company works on a milling-in-transit basis which, under normal circumstances, encourages carload rail shipments, both in and out. Usually only poor service or an entirely non-competitive railroad freight rate basis—or both—will discourage rail shipment to other-than-nearby points."

The development of the scientific approach to animal feeding has given the transportation industry another boost. Grain, grain products and by-products and vegetable oil meals are still the major ingredients in feed—but

(*Continued on page 34*)



PURINA LIKES covered hopper cars for two reasons—fast loading, fast unloading. Car above is being loaded with feed at rate of 40 tons per hour.



locates your carload quickly!

What every freight traffic officer should know—Car-Fax tells him.

This modern day wizard—a North Western exclusive—tells shipper and receiver alike where, on our line, his freight car is *now*—its schedule of movement—its contents—its routing—all the important facts about his carload.

This means that plant production can be better pre-planned, or if need be, car diversion promptly executed. Car-Fax provides for more efficient yard switching, thus faster deliveries; also greater car utilization by constantly keeping tab on empties.

Car-Fax has been made possible by the largest, most complete commercial transceiver installation in the world. Via a network of field stations throughout the nine midwestern states served by North Western, *every* car movement is quickly determined and reported to our traffic offices in the United States and Canada.

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A complete **AIR CONDITIONING SYSTEM . . . by "SAFETY" . . .** including

- **direct driven compressor**
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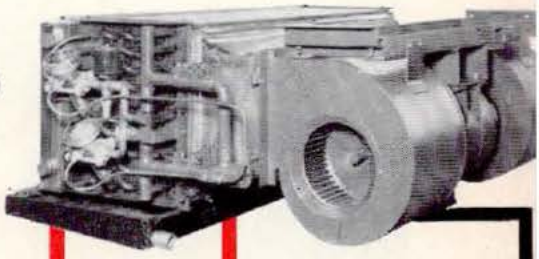
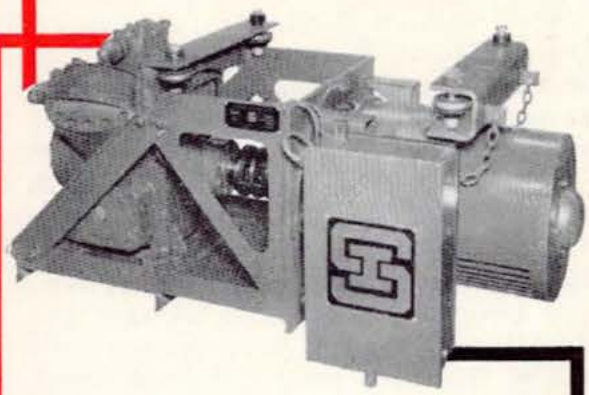
assures the railroad of "Safety's" undivided responsibility for the proper performance of the *entire* air conditioning system.

In addition to standard Air Conditioning equipment, SAFETY has a complete line of ceiling and package-type air conditioners designed for special types of cars and conditions. May we send further information?

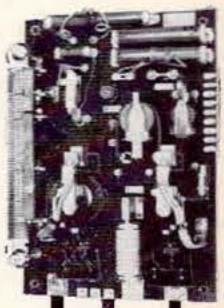


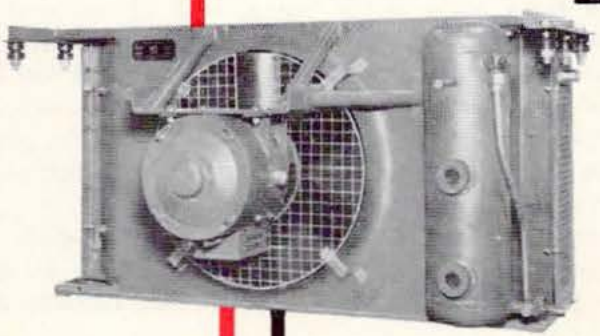
"SAFETY" OVERHEAD EVAPORATOR UNIT



"SAFETY" DIRECT DRIVEN COMPRESSOR

"SAFETY" MOTOR CONTROL PANEL





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"SAFETY PRODUCTS INCLUDE: Air-Conditioning Equipment • Genemotors • Generators • Fans • Regulators • Blower Units Switchboards • Motors • Motor Alternators • Dynamotors • Motor Generators • Dual Voltage MG Sets

the modern feed formula calls for a variety of minerals and other vitamin-rich materials, many of which must be transported over great distance.

It's no rare occasion when a feed contains 28 to 30 separate ingredients (an eye-dropper operation, Mr. Atchison terms it). Often, supplements must be imported—fish meal or solubles from Angola, Peru and Chile; blackstrap molasses from Cuba and Mexico; phosphates from Curacao and Mexico, for example.

Many of the ports of entry are highly competitive domestic transport centers. Railroads, truck lines and barge lines bid for the traffic. For railroads to get and keep their share of the move, Mr. Atchison declares, "competitive rates and dependable service are essential."

Service is almost a fetish with this veteran traffic manager—and, in a normal year, he has opportunity to observe all kinds (Purina paid freight charges to 75 U.S. rail carriers in 1957-58). The company does business in every U.S. rate territory.

"Service is more important than any freight factor we know of," Mr. Atchison emphasizes. "That's proved itself time after time. . . . Over the years, it's been proved to me that, for our business, consistent—rather than fast—service is the principal ingredient of railroad success."

It's worth noting here that Purina has gone almost completely to air transportation for its personnel movements—mainly because of this service factor. Trip orders last year totaled 730 rail, 2,741 air—15% rail, 85% air on a revenue basis. Why? "Because of the time element and the fact that railroads have made about 90% of our points inaccessible by rail, so far as comfortable accommodations are concerned."

T. R. ATCHISON

H. N. JOHNSON

Ralston's Transportation Department

Back in 1914, the Santa Fe hired a young man to pound a telegraph key in Kansas. He was no boomer, in the accepted sense of the word, but he did move around—into the freight traffic department, from Santa Fe to Rock Island to Union Pacific. Then, at the age of 30, this one-time op—Tillman R. Atchison—joined Ralston Purina as assistant traffic manager at a new mill in Kansas City, Mo. Four years later, he went to Denver as traffic manager of another new mill. Ralston brought him to headquarters in St. Louis in 1937 and he's been there ever since—as assistant general traffic manager, general traffic manager (1941) and director of transportation (1958).

Coincidentally, Ralston's present general traffic manager, Hjalmar N. Johnson, joined the company the same year Mr. Atchison did. Mr. Johnson started as a messenger in Minneapolis, worked up through the ranks and became plant manager at Iowa Falls, Iowa, in 1942. He came to St. Louis as assistant general traffic manager in 1956 and was appointed general traffic manager two years later.

These two men call the shots for a transportation operation working in every state in the union, with almost every major railroad company and a flock of minor ones. Both Mr. Atchison and Mr. Johnson are Class B practitioners before the ICC and members of the National Industrial Traffic League, the National Freight Traffic Association and the executive traffic committees of both the American Feed Manufacturers Association and the National Soybean Processors Association.

Their general traffic office includes 15 people—four of them ex-railroaders. Basically, the traffic organization is split into four responsibility areas: Western, Central, Eastern and Ralston divisions.

The widely scattered Ralston operations are all tabbed to work under a specific divisional manager. The eastern TM (O. E. Robinson) has 20 plants on his list; Central Traffic Manager C. G. Buchheit, 13; Western Traffic Manager W. F. Kiesler, 16; and Ralston Division Manager H. A. Knobelock, five, plus the office supply division and miscellaneous warehouse and stores department.

Is Nationally Organized

Purina handles its multi-million dollar transportation business with a divisional organization, headed by Mr. Atchison and General Traffic Manager H. N. Johnson in St. Louis. The General Traffic Department reports directly to D. L. Grant, vice president—manufacturing.

The home office is manned by 15 traffic people, including four division traffic managers. Areas are definitely assigned, on a geographical basis—but much joint effort is required. It's a team effort.

The division managers supervise mills in their respective territories, work with them on both local and interterritorial problems. They receive, analyze and consolidate reports, spot check outbound loadings, collaborate on service and routing problems. They appear before rate committees at public hearings; they're competent in state and interstate regulatory commission procedure.

Each of the Purina mills has its own traffic manager, with a staff related to the size of the operation. Among the duties of the job: Work with the plant buyer on transit billing values, with the plant manager and mill superintendent on service matters, with the sales organization on the freight factor as related to delivered prices. Because of milling-in-transit regulations and

(Continued on page 36)

Freight Yard that thinks for itself

This is a picture of an automatic control tower at Santa Fe's Corwith Freight Yard in Chicago.

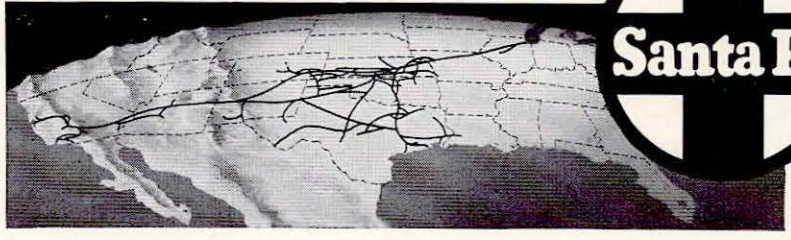
The operator is moving freight cars where he wants them almost as easily as moving men on a chess board.

This "push button" operation guides a rolling car to its train with perfect precision. It gauges the speed, regulates it by radar to protect the load, measures the distance to be traveled, and accurately lines up the path—all automatically.

As many as 3,000 cars can be handled on its 32 classification tracks in 24 hours.

This is another example of how Santa Fe "precision railroading" provides more careful handling and faster schedules for shippers . . . and how Santa Fe is moving the materials so important to the growth of America.

Always on the move toward a better way



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SANTA FE SYSTEM LINES

Serving the West and Southwest

familiarity with carriers serving the plant, the local traffic manager handles all routing of both inbound and outbound shipments.

The local traffic manager reports to the local plant manager; he also files with the general traffic manager monthly reports covering production and distriblution, claims, demurrage, freight paid, cars received and shipped and other transport statistics. In addition, the local traffic man mails to his divisional manager a copy of each carload bill of lading issued.

The general office coordinates and puts to use this flow of incoming data. Most adjustments—caused by changing sources of supply or perhaps by existing maladjustments—are general in nature, are handled by the general department with the help of the local manager involved. (Purina maintains a complete tariff file—some 4,000 issues—at its St. Louis headquarters.)

Members of General Traffic compare notes at weekly staff meetings. Information taken from various transportation and traffic publications is discussed. Progress reports are made on incomplete projects; final plans are made for future projects. After each meeting, a bulletin is issued to Purina executives, department heads, managers, traffic managers and other officers to keep them up to date.

Wherever possible, Purina has promoted from within in filling vacancies in the traffic organization. Both Mr. Atchison and Mr. Johnson came up that way and most of the other front office personnel fit into the same pattern. The company has its own training program. That, together with transportation courses available locally or by correspondence, has provided the talent needed to staff traffic departments as new mills are opened.

All in all, transportation can expect to grow with Purina—and Purina's growth has been spectacular in the 65 years since the company opened shop in a small building in St. Louis.

CHECKERBOARD EMBLEMS, coast-to coast, Canada to Mexico and South America. Vice President D. L. Grant (left), and Director of Transportation T. R. Atchison check the location of the Shreveport, La., plant in relation to other Purina enterprises.

Ralston Purina—Big and Getting Bigger

Like checkers on a checkerboard, Ralston Purina plants dot a map of North America. Montreal, Que., Spokane, Wash., Tampa, Fla., Minneapolis, Minn., Nashua, N.H., Muskogee, Okla.—they're all connected to the Ralston enterprise.

Statistically, Ralston Purina is:

- 54 chow plants
- 4 cereal plants
- 9 soybean processing plants
- 2 Mexican oilseed processing plants
- 1 sanitation products plant
- 8 research farms
- 1 general office, at Checkerboard Square, St. Louis—where everything is, or seems to be, painted or designed in a red-and-white checkerboard pattern.

Ralston is also products—some 229 products, ranging from poultry chows (63 products) to cereals (six products) to sanitation and farm supply products (91 items). Not to be forgotten: Purina trout chow, pigeon grains, even mink chow.

Ralston Purina got its start 65 years ago, in a little river-front frame building in St. Louis. Today it's a major part of the $3,500,000,000 commercial feed industry.

In 1956, the company produced its 50,000,000th ton of Purina Chows. The current annual production goal: 5,000,000 tons.

Ralston plant and equipment alone have a net worth of a little less than $178,000,000. Net sales last year amounted to $493,527,000 — highest in history. Net earnings totaled $17,496,000, also an all-time high.

What does it all mean to the railroads? In 1957-58 (Ralston's fiscal year—Oct. 1 through Sept. 30) it meant a freight bill totaling more than $40,000,000—and 98,000 carloads moving out via rail.

By 1905, the company had added a second plant. Thirteen years later, three more were in operation. The decade of the Twenties, however, brought a new factor into the feed business—the research lab. Agricultural colleges were reporting on the extra gains which could be made by adding proteins, vitamins and minerals to farm crops. Scientific animal and poultry feeding came of age, then and in the years to follow.

'Explosion' Paces Growth

Gradually, Purina explains, formula feeding became more than just a convenience to the farmer. It became a matter of economic and competitive necessity.

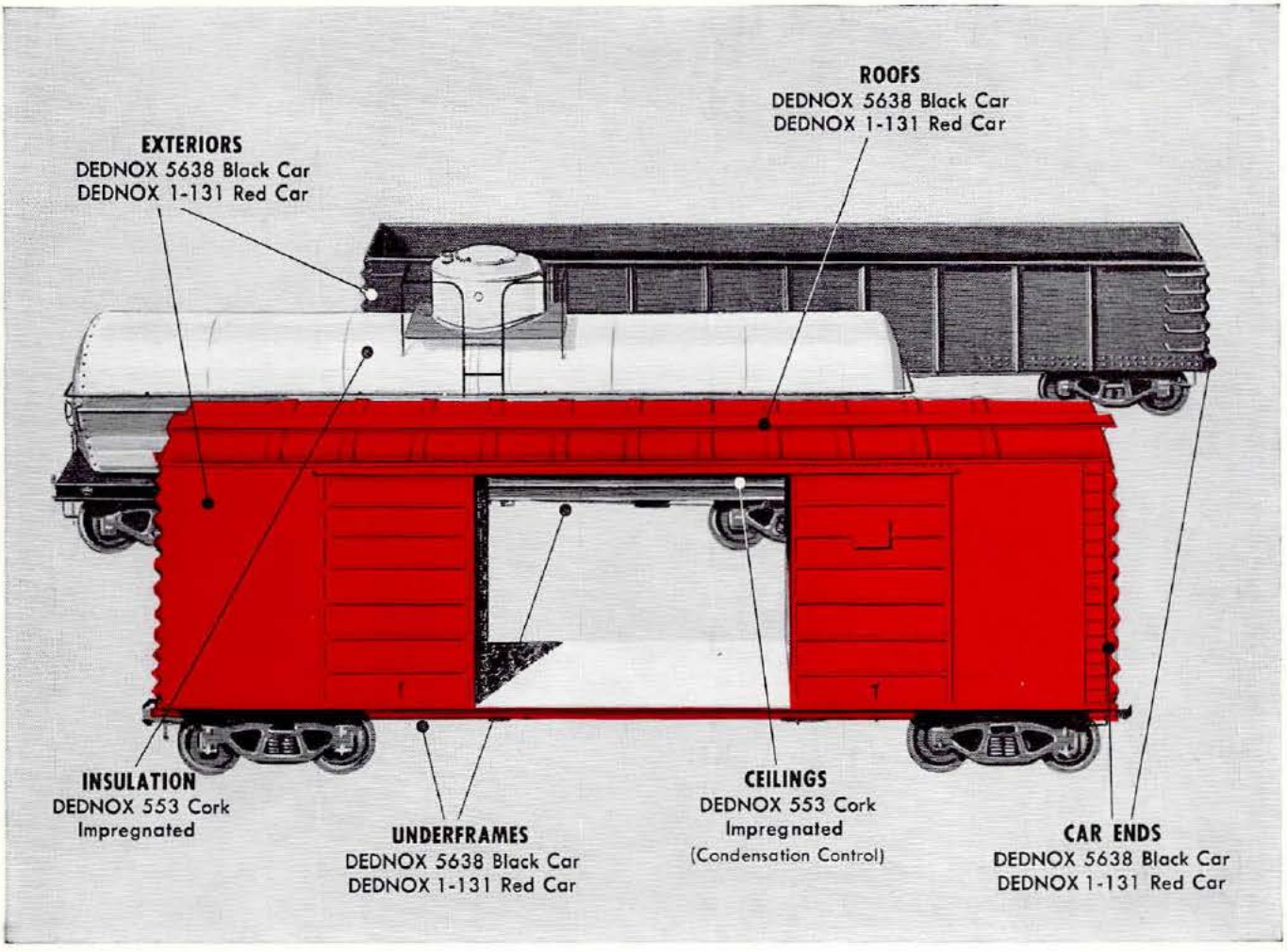
At the same time, the complex nature of modern feed production took the job out of the farmer's hands and gave it to the laboratory and research farm.

Purina considers its growth up to 1940 rapid. But "what had been fast growth before 1940 has become dramatic expansion during the last 18 years, paced by a real 'explosion' in the agricultural revolution."

Naturally, competition has been intense as the scientific feed industry developed rapidly. But while Purina has a healthy regard for the capabilities of other feed manufacturers, it sees its "competition"—and the potential for the industry—in the job yet to be done.

Even with the industry's rapid growth, Mr. Atchison notes, much U.S. livestock and poultry is not fed a scientific ration. Improvement in this ratio—and the rapidly increasing population—provides a whopping potential for future feed production and sale—and transportation.

Keep your rolling stock rolling...



Protect these Trouble Spots with Time-Tested PITT CHEM DEDNOX® Coatings

MAINTENANCE of rolling stock is much too costly to consider half-way corrosion control methods. Only the application of a *proven*, heavy-duty protective coating assures adequate long-term protection.

Pitt Chem *Insul-Mastic* DEDNOX Coatings afford this protection because they are specifically geared to meet the variety of rugged conditions encountered "on the road."

For almost thirty years DEDNOX has given long-lasting, economical protection to railroad equipment. Special formulations of gilsonite (one of the most chemically resistant bitumens known), with selected asphaltic bases and mineral fillers, permit DEDNOX coatings to withstand extreme variations of temperature, moisture, dryness and abrasion.

Don't contribute your share to the estimated $300 million annual cost of corrosion damage to rolling stock. Protect surely and economically with Pitt Chem *Insul-Mastic* DEDNOX Coatings.

For complete Pitt Chem DEDNOX information and/or technical service write or call *Pittsburgh Coke* today.

PROTECTIVE COATINGS DIVISION
PITTSBURGH COKE & CHEMICAL CO.
Grant Building • Pittsburgh 19, Pa.

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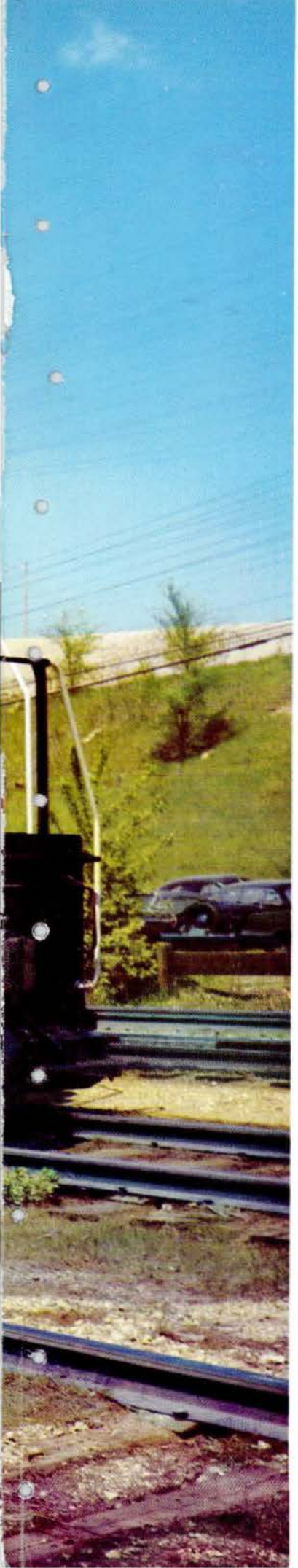


Power renewal on the Milwaukee

This year, the Milwaukee Road is replacing fifty-two old FT freight locomotives with an equal number of modern GP-9 locomotives.

This power renewal program is the outcome of an economic application study which showed that a 16.4% return on fleet modernization costs could be realized if the old units were replaced with GP-9 locomotives.

Not only is the modern GP-9 more efficient and less costly to operate, but its 1750 horsepower and greater versatility mean more work from the same number of units. These fifty-two locomotives represent an increase of 20,000 horsepower over the old units. This is the equivalent of *13 additional locomotives.*

For details on how a similar study can benefit your railroad, see your Electro-Motive representative.

GENERAL MOTORS LOCOMOTIVES

ELECTRO-MOTIVE DIVISION
GENERAL MOTORS

LA GRANGE, ILLINOIS • *HOME OF THE DIESEL LOCOMOTIVE*

In Canada: General Motors Diesel Limited, London, Ontario

YOUR PARTNER...

IN GETTING THE GOODS THERE ON TIME!

PERSONAL attention to customers' shipping problems by this Erie traffic representative—and others like him—is an important part of the complete **customer service** Erie offers you.

You'll find his brand of personal interest in helping work out the details of your shipments is hard to match. He's "on the spot" when you need fast information, special equipment or assistance. And you'll like his "follow-through" on helping make sure your shipment gets there—where and when you want it.

Customer service is much more than just a phrase on the Erie. It's a philosophy of running a railroad—of meshing the contributions of every department on the Erie *to fit your needs.* You'll see one important phase in action when you call in your Erie "partner" the next time you ship to or from the industrial area served by the dependable Erie.

...symbol of dependable **customer service**

ERIE

Erie Railroad

Dependable Service for the Heart of Industrial America

This Wide Load Took Planning

The uncommon loads common carriers can be called upon to move received special emphasis recently when two railroads helped deliver components for North America's largest rotary cement kiln.

The railroads are the Erie and the Bessemer & Lake Erie.

Each kiln, fabricated by the Chicago Bridge & Iron Co. of Greenville, Pa., is composed of 18 cylindrical sections. Individual sections range up to 41 ft long and 17 ft 8 in. in diameter. Shell thicknesses vary from 1⅛ in. to 4 in.

After assembly at the Dundee Cement Company of Dundee, Mich., each kiln will be 46 ft long.

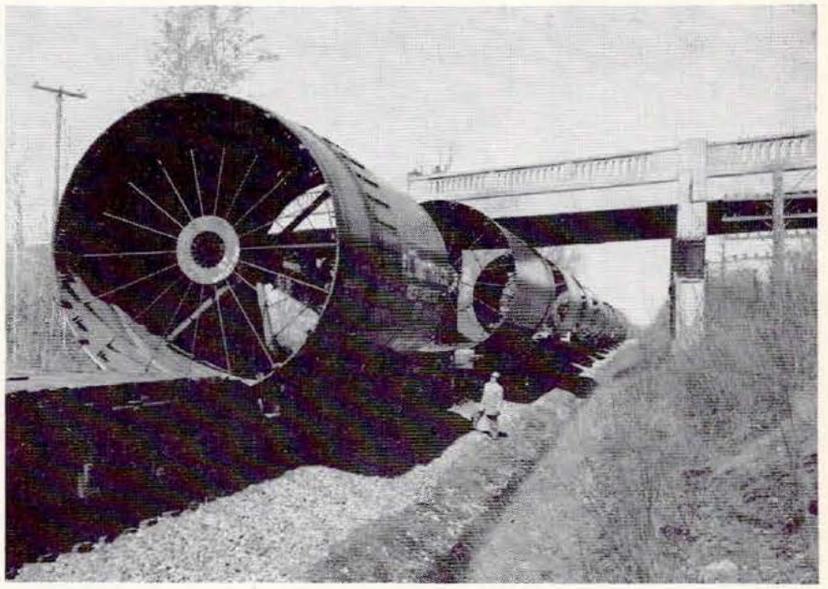
Four of the first 18 sections moved by rail all the way from Greenville to Dundee. The other 14 were initially loaded on depressed-center, heavy-duty, and standard flat cars to be moved to Conneaut, Ohio—a port on Lake Erie. The Erie handled the train from Greenville to Meadville, Pa. The Bessemer then took it through to Conneaut. Upon arrival at Conneaut, the sections were loaded aboard a lake freighter for movement to Monroe, Mich. From there, they were trucked to Dundee.

Depressed-center cars were used to move the section of largest diameter (17 ft 8 in.) and the two heaviest sections (134,000 lb each). Six of the other sections, weighing over 100,000 lb each, were loaded on heavy-duty flat cars. Use of these heavy cars brought the combined center of gravity (of car and load) down to where the cylinders could be moved safely. The five remaining pieces could be handled on standard flat cars without complications. Along the route, switch stands, signals and wires had to be moved or removed to provide adequate lateral clearance.

Because CB&I's Greenville plant is served by the Erie—an old hand at moving high and wide loads—this shipment probably caused less consternation than might have been the case with some other originating carriers. While the shipment only ranked as one of the highest the Erie has moved, and section lengths presented no major problems, the movement set new records, even for the Erie, as far as width was concerned. In addition, the simultaneous movement of 14 cars, all with high and wide loads, differed from the one, two or three cars which typically make up such special moves.

This shipment culminated many months of planning by CB&I Traffic Manager W. Rosselot with the two railroads, a steamship company, and a trucking firm.

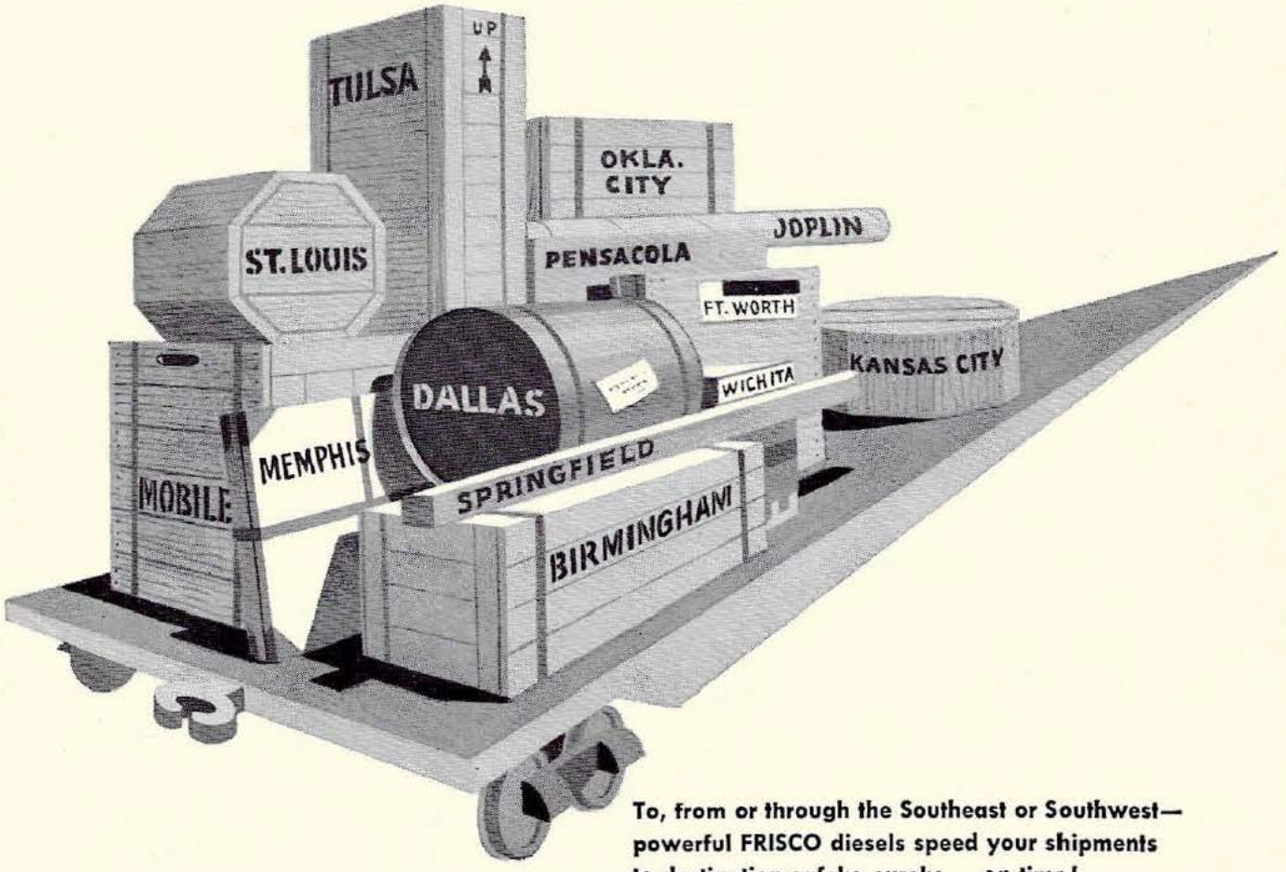
SCHEDULING of this special movement required particular attention, because only at this point could another train have been passed.



OVERPASS ALONG ROUTE was typical of Erie's high and wide clearances. Loads on some cars made the total height 20 ft 8 in.

TARGETS were removed and signals swung around mast because their height corresponded with greatest width of the 17-ft 8-in diameter cylinders. Adjustments like this had to be made all along the route to provide the necessary lateral clearance.

SHIP IT *ANYWHERE* ON THE FRISCO



To, from or through the Southeast or Southwest—powerful FRISCO diesels speed your shipments to destination safely, surely . . . on time!

Anywhere **. . . includes Eastern and Southeastern origins to Western and Pacific Coast destinations, through FRISCO'S Birmingham, Memphis, St. Louis or Kansas City gateways.**

Anywhere **. . . includes Pacific Coast and Western origins to Eastern and Southeastern destinations through FRISCO'S Floydada, Kansas City, Sherman, Dallas or Ft. Worth gateways.**

Anywhere **. . . includes the ports of Mobile and Pensacola where fast FRISCO freight goes overseas.**

Anywhere **. . . includes almost 1,000 points served directly by FRISCO in the Southeast and Southwest.**

FRISCO

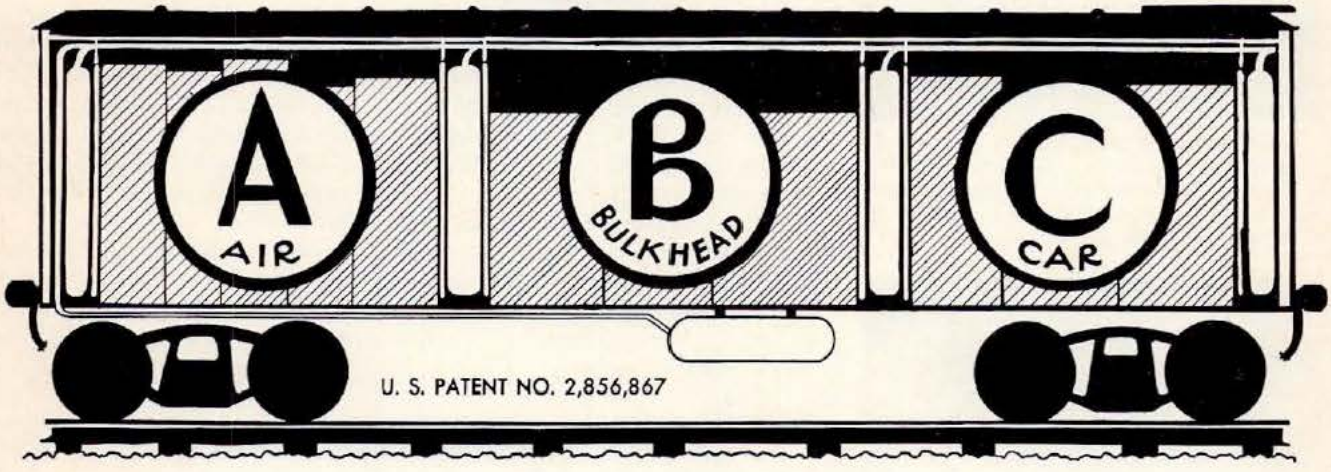
5,000 MILES SERVING:

Call your FRISCO Sales Representative for that next shipment—he'll show you why it pays to Ship *It* On the FRISCO.

MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

'airy Dunnage says . . .

"Protect shipments the simple, dependable **AIR-DUNNAGE** *way!"*



MOVABLE AIR-CUSHION BULKHEADS

★ **LOCK CARGO IN PLACE**

★ **ELIMINATE ALL BULKHEADING AND SHORING**

★ **CUT LOADING AND UNLOADING TIME IN HALF**

NO CAR MODIFICATION NECESSARY!

Equipped, simply and quickly with the Dasey Air-Dunnage system any boxcar becomes a special purpose or signature car which will practically deliver your product "on a cloud."

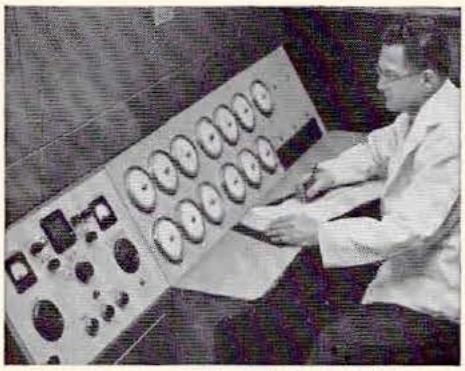
This new concept in the design of air lading protection provides a sure cure for the former headaches of lost cushions, lost mechanical bracing bars, timbering, strapping, etc.

TEST CARS AVAILABLE—*Ask your railroad or Write*

AIR-DUNNAGE, INC. OAKMONT, PA.

HOW THE MILWAUKEE ROAD MEETS THE CHALLENGE OF MODERN RAILROADING

MAINTENANCE TEAM, from left: H. T. Odegaard, Shop Engineer, Locomotive Repair Shop. H. H. Melzer, Chief Engineer of Tests. F. A. Upton, Supt. of Motive Power. W. S. Wilson, Mobil Railroad Engineer.



SPECTROGRAPH. By regularly analyzing every fill of diesel oil for metal contents or contaminants, trouble can be detected and located. Samples are analyzed by the Spectrograph in less than two minutes.

The story of how this railroad rolls up 3 million passenger-miles per month with greater than 97% locomotive availability.

"Today, the main product that railroads have to sell is on-time service," says Frank A. Upton, Superintendent of Motive Power at the Milwaukee Road. "And the key is good, dependable motive power. This means thorough MAINTENANCE."

At the Milwaukee Road, a cycle maintenance program is practiced which is backed up by alert running maintenance to prevent small, "insignificant" items from growing into larger, costlier ones.

This entire maintenance program is in turn supported by active field and central laboratory control. For example, each of 12 terminals has a "pocket" lab for rapid screening of lube oil. Field checks are backed up by detailed sample analysis by the Test Dept. at Milwaukee.

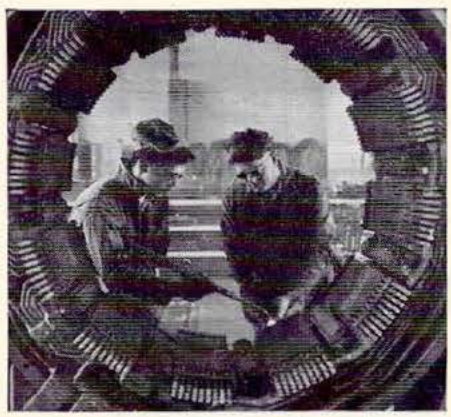
And, of course, it is this close cooperation between the Mechanical Department and the Test Department that keeps the Milwaukee Road's maintenance program successful.

Mobil

RAILROAD PRODUCTS

99 years of helpful association with America's Railroad Industry

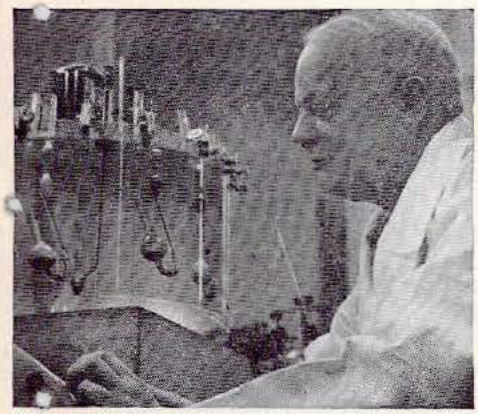
OIL BLOTTER TESTS. Blotting paper analyses provide a quick test for contamination and detergency of lubricating oil. Abnormal samples call for more precise analysis to determine cause.



GENERATOR REBUILD. Shown here, resoldering main stator field windings. At the Milwaukee Road, generators and traction motors are maintained on a cycle basis the same as diesel engines.

HOT BOX DETECTOR. Purpose of this device is to detect "hot running bearings" before a "hot box" occurs. It employs an infra-red sensitive detector which measures and records passing journal bearings.

"The Chippewa"— Chicago-bound train No. 14—at the Milwaukee Depot. Mobil has had an important part in supplying diesel lubricating oil for the Milwaukee Road's passenger locomotives for the last ten years.



VISCOSITY MEASUREMENT. A fast and sure check on thinning or thickening of engine lubricating oil. The Milwaukee Road has 12 viscosity instruments in the field . . . runs 11,500 readings each month.

HOW MOBIL IS PREPARED TO HELP TODAY'S RAILROADS MEET THIS CHALLENGE

Mobil lubricants, Mobil diesel fuels, and Mobil experience play a prominent part in the operation and maintenance of railroad rolling stock. Here are some of the ways in which Mobil may be able to help you:

PRODUCT—Mobil products have proven themselves in actual performance on America's leading railroads. They're always of highest quality . . . uniformly consistent.

RESEARCH—Mobil's never-ending research on fuels, lubricants, and refining processes results in continually improved products for you.

SPECIAL PERSONAL SERVICE—Mobil laboratories assist customers with specific problems involving application of products.

ENGINEERING ASSISTANCE—Mobil service men average over 25 years' experience. These men understand not only petroleum products . . . but railroading, too.

TECHNICAL INFORMATION—Mobil freely distributes technical information to interested railroad personnel. Both the pros and cons of technical problems are thoroughly and frankly presented.

SUPPLY POINTS—Strategic location of 13 refineries and 20 product compounding plants provides convenient supply points.

New Auto TOFC Tariff Generates Traffic

If this picture is any indication, Frisco—and perhaps other western and southern roads—may soon be reaping big dividends from a new tariff for TOFC movement of loaded auto transporters. Biggest such shipment to date, Frisco says, was 80 autos from St. Louis to Dallas. The new rates offer cost savings of 15-20% (RA, June 22, p. 60).

Diversification Hearings Begin

The Interstate Commerce Commission and the Department of Commerce think consideration of legislation to implement the railroad industry's so-called diversification or one-package transportation program should be deferred until current transport studies of the department and the Senate's Commerce Committee have been made.

The proposed legislation is opposed by transport agencies competing with the railroads.

The railroad program calls for repeal of those provisions of the Interstate Commerce Act and Civil Aeronautics Act which have prevented or retarded railroad operations of motor, air and water services. The proposed legislation, which includes a bill to tighten present restrictions as well as the liberalizers, came up for hearing last week before the Surface Transportation Subcommittee of the Senate Commerce Committee.

The tightener, which is actually a prohibition bill, is S.452, sponsored by the subcommittee's chairman, Senator Smathers of Florida. It would prohibit issuance to a carrier of authority to operate another mode of transportation. This bill also has an anti-secondary-boycott provision which would make it unlawful for employees in one segment of the transportation industry to interrupt normal operations of their segment as a means of supporting the employees in another segment.

The liberalizers are S.1353, S.1354, and S.1355, introduced by Senator Butler of Maryland on a "by request" basis, which is a disclaimer of sponsorship. S.1353 and S.1355 would amend the Interstate Commerce Act to remove restrictions on diversification into truck and water transportation. S.1354 would make like changes in the Civil Aeronautics Act.

Except for its anti-secondary-boycott provisions, the ICC opposes S.452, because, as Chairman Tuggle told the subcommittee: "We believe that tight compartmentalization of the various modes of transportation would foster unsound and uneconomic transportation conditions, and that it would be contrary to the national transportation policy of coordination, as declared in the act."

The Commission favors the anti-secondary-boycott provisions, but wouldn't want to have a part in their administration, as the bill proposes. They should be administered by agencies which deal with labor-management problems, Mr. Tuggle advised.

As to the Butler bills, he said, the Commission adheres to its traditional position of neutrality on this issue of operation by one agency of another form of transportation. He cited Commission letters to the Commerce Committee which had summarized it this way: "We feel that the issue is one of broad Congressional policy."

The letters then went on to suggest, however, that "the public policy question inherent in common ownership proposals might well be one of the matters for consideration under S.Res.29." That's the resolution which authorized the Commerce Committee's transport study, yet to get under way.

Meanwhile, the Undersecretary of Commerce for Transportation, John J. Allen, Jr., had registered his department's similar position. Noting that the department is making the transport study called for in President Eisenhower's budget message of last January, Mr. Allen said:

"The department opposes enactment of these bills at this time, and recommends that consideration of the common ownership problem be deferred pending results of these studies. Should the Congress desire to consider legislation on common ownership, we recommend that it take into account the need of specific legislative standards to guide the regulatory commissions."

Other presentations made at last week's hearing included those of Braxton B. Carr, president of American Waterways Operators, and George A. Peterkin, Jr., president of Dixie Carriers, Inc., who appeared for the Inland Waterways Common Carriers Association. Mr. Carr favored the anti-secondary-boycott provisions of the Smathers' bill, but not its other provisions. "We seek no additional restrictions at this time on the right of entry into transport modes," he said. He opposed the Butler bills.

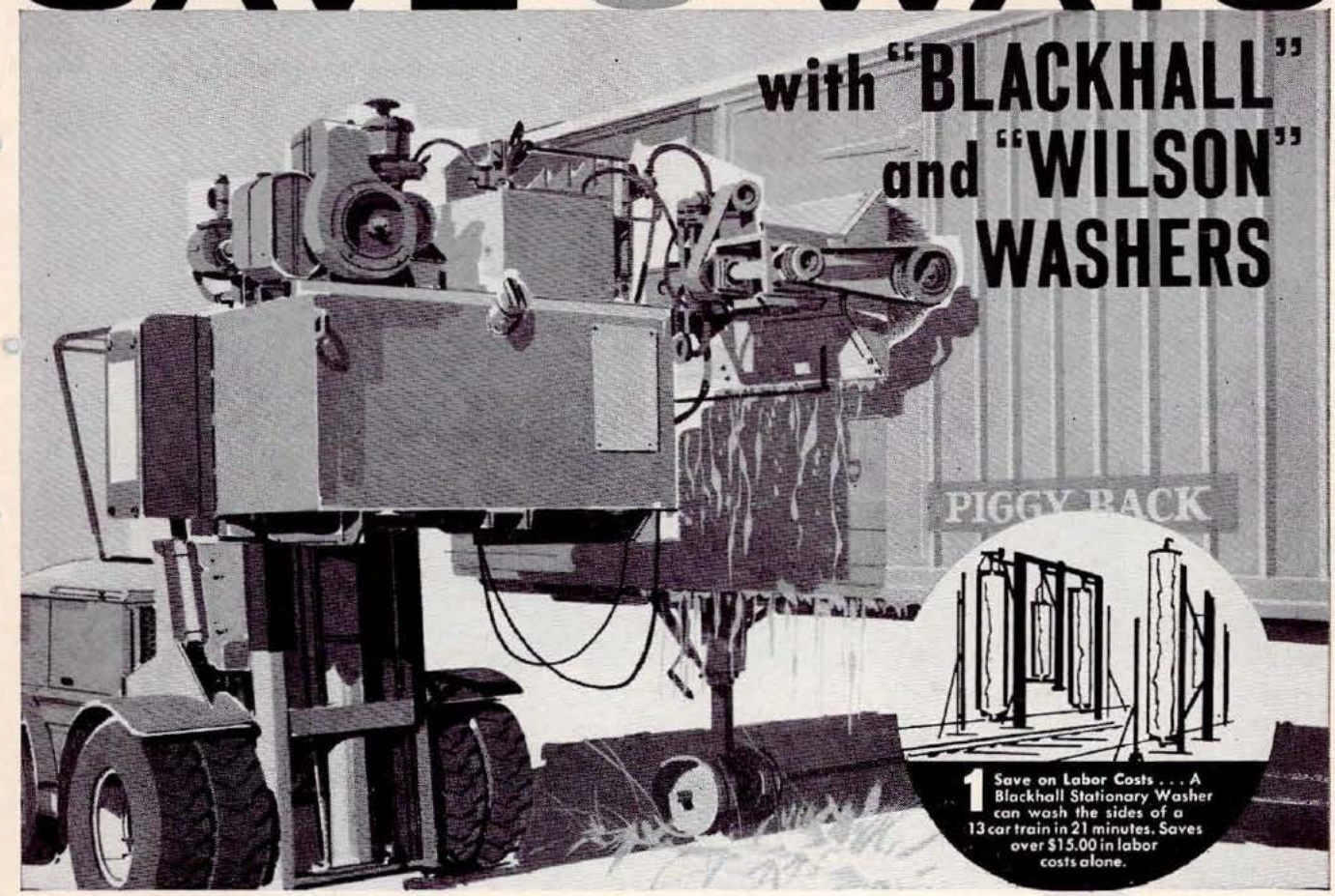
The latter was also Mr. Peterkin's position, but he went further than Mr. Carr on the Smathers' bill, favoring all of its provisions. When Mr. Peterkin said the "railroads alone" favor ending present restrictions, Frank Barton, a member of the committee's staff, observed that the committee has "many letters" from shippers who support the railroad position.

The hearing was recessed just as the railroad industry's presentation was about to get under way with a statement by G. L. Buland, vice-president and general counsel of the Southern Pacific. Other statements of the presentation will be made by Presidents A. E. Perlman of the New York Central, Wayne Johnston of the Illinois Central and Robert S. Macfarlane of the Northern Pacific; and by F. J. Melia, general solicitor, Union Pacific; Bruce Dwinell, vice-president, Rock Island, and B. R. Johnson, president, Pacific Motor Lines.

Also on the hearing's agenda is S.2189 which would amend the Interstate Commerce Act's section 411 to relax prohibitions against freight forwarders acquiring control of underlying carriers of various modes. This bill was introduced only a few days before the hearing by Chairman Magnuson of the Commerce Committee.

SAVE 3 WAYS

with "BLACKHALL" and "WILSON" WASHERS

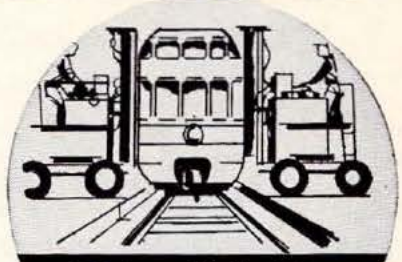

PIGGY BACK
1 Save on Labor Costs . . . A Blackhall Stationary Washer can wash the sides of a 13 car train in 21 minutes. Saves over $15.00 in labor costs alone.

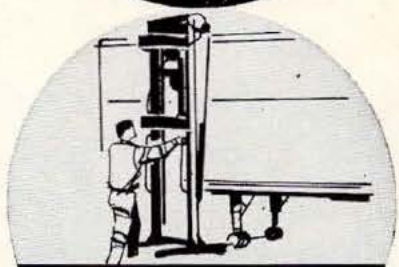
Now even "Piggy-Back" Trailers can be washed with the "Wilson" convertible washer as shown at the Pennsylvania Railroad Yard in Pittsburgh, Pa.

Savings of thousands of dollars yearly on washing are being realized by many Railroads now using Ross and White Washers... In addition, Passengers are better satisfied with clean cars and clean windows—Makes their trip more enjoyable—Brings them back later. Savings on equipment also result—Maintenance costs are reduced.

Ross & White offers the widest selection of Railroad Washers available anywhere. You're sure to get the design and type best for saving you money.

Write today for full information on how you can "Save 3 Ways" with Ross and White Washers.




3 Save on Performance Costs . . . Tough, durable, sturdy construction of all Ross and White Train Washers assures minimum maintenance—maximum performance.

ROSS AND WHITE COMPANY
CHICAGO DAILY NEWS BUILDING, CHICAGO 6, ILLINOIS

Manufacturers of:
Automatic, Semi-Automatic and Manual Sand Handling Plants • "Blackhall" Stationary Train Washers • "Wilson" Portable Train Washers • "Red Devil" Car Shakers • Automatic Window Washers • "B&M" Sand Valves and Sand Hose

ROSS and WHITE

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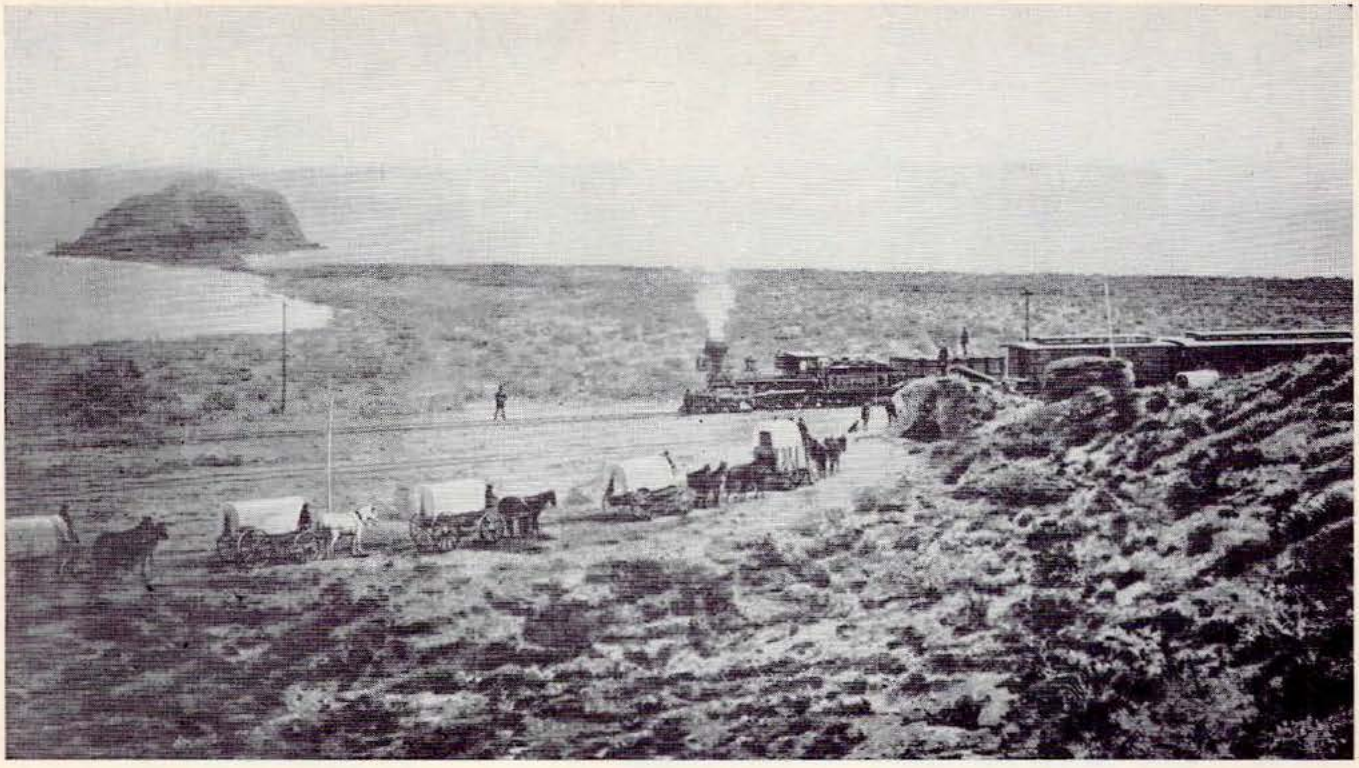


SPECIAL TRAIN FROM CALIFORNIA CARRYING LELAND STANFORD, PRESIDENT OF THE CENTRAL PACIFIC, AND PARTY TO HISTORIC LAST SPIKE CEREMONY AT PROMONTORY, UTAH, MAY 10, 1869, PASSES A WESTBOUND "WAGON TRAIN" AT GREAT SALT LAKE. THE MOMENT WAS A RARE ONE IN WHICH THE DESTINY OF THE WEST COULD BE PHOTOGRAPHED HAPPENING.

LONG HAUL TO THE FUTURE

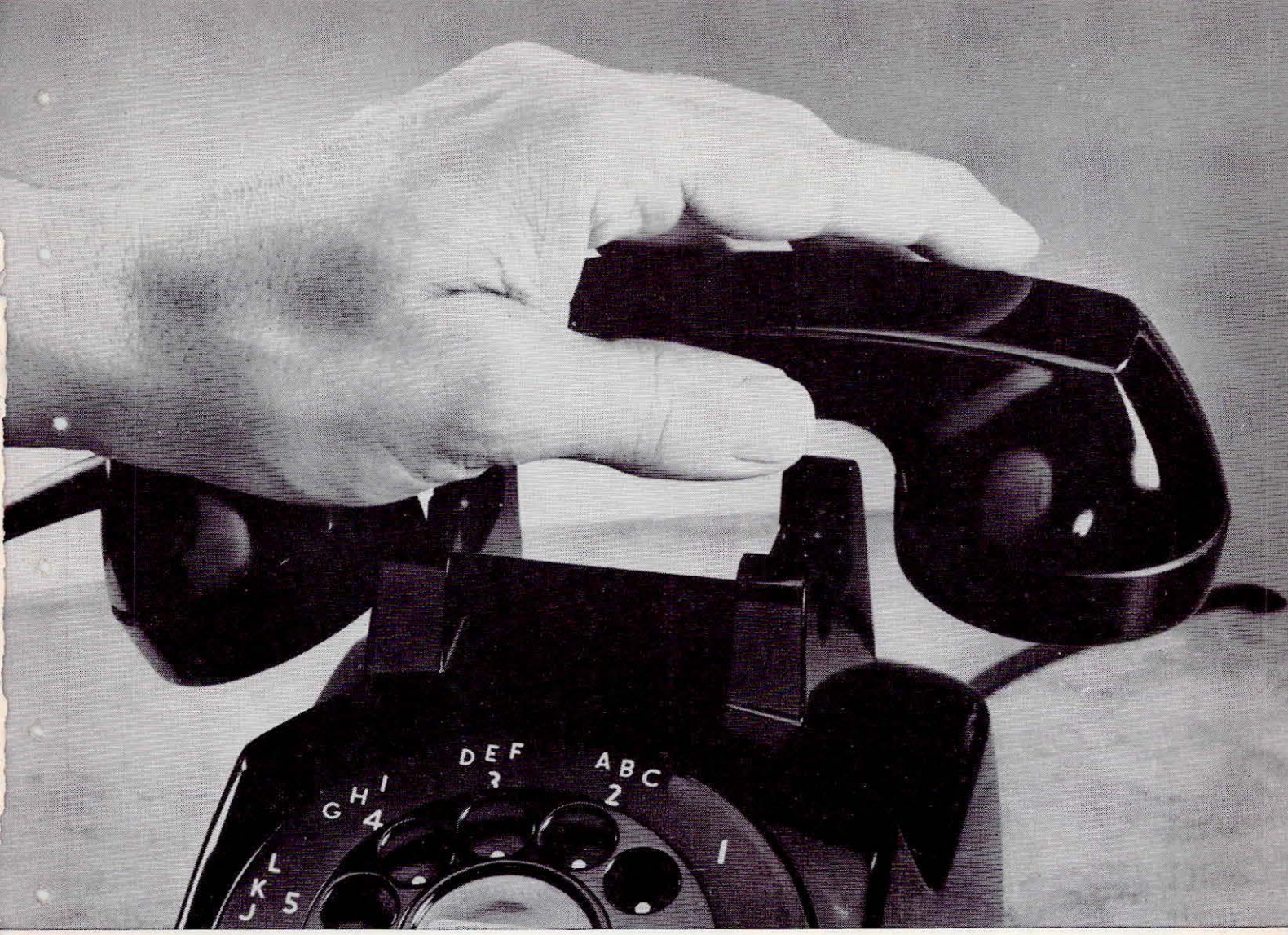
Leland Stanford was one of the "Big Four" who pushed Central Pacific's rails eastward over a defiant Sierra Nevada, to complete the first transcontinental railroad. Southern Pacific, which grew out of Central Pacific, today serves more Western and Southwestern communities than any other, from Portland to New Orleans. This broad arc of states (see map) is increasingly the most dynamic part of the U.S.

For 90 years we've always tried to provide this "Golden Empire" with resourceful, forward-looking transportation. We'll continue to drive hard to meet and anticipate our customers' need for modern equipment and diversified, progressive service.

It's a long haul to the future of the West because that future seems unlimited. Like the West itself, Southern Pacific continues to build toward the future—in sound preparation for opportunities ahead.

Southern Pacific

serving the Golden Empire with
TRAINS • TRUCKS • PIGGYBACK • PIPELINES



"Hold up that crew!"

It means a lot to any shipper to know when his shipment will arrive. Especially in the perishable fruit and vegetable business it can be the difference between profit and loss. Take, for instance, a car load of early vegetables from the south, consigned to a northern city not long ago.

The consignee knew his car was due and had arranged for a crew to be on hand for prompt unloading. But late in the afternoon before the expected early morning arrival the car had to be set out due to bad order.

This information was immediately reported by CLIC—C & O's all-teletype car reporting service—to the C & O traffic office at destination.

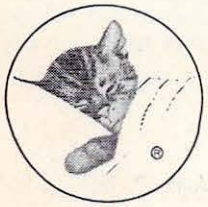
The consignee's office was closed but the manager was reached at home and informed of the delay. Later, he was given re-forwarding information and rescheduled arrival time as automatically reported by CLIC.

Here's what the consignee's manager had to say:

"In view of the advance information given about this car, I should like to commend a fine organization which is able to supply up-to-the-minute information so necessary to successful operation in the perishable fruit and vegetable business.

"Incidentally, that phone call from your perishable agent's office saved our firm a considerable sum of money in man hours and time and one half thus avoided."

Aren't there times when it would mean a lot to you to know where your shipment is at the moment? If it is anywhere on the C & O, CLIC can tell you.



Would you like a copy of a booklet describing CLIC? Just write:

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

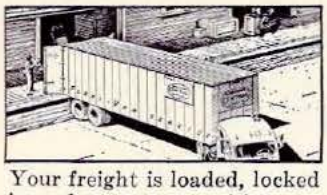
SHIP C & O . . . AND WATCH IT GO!

"A phone call from New York . . . and we can ship a Flexi-Van within a few hours—direct to the customer or to our warehouse, which is in an economical off-rail location. We can keep inventories small there without danger."

"You can see the capacity advantage that Flexi-Van gives us. It's about 20% bigger than the trailer on the right. Most Amfile products are light for their size. But we can pack enough into Flexi-Van to meet minimum weights."

"A Flexi-Van shipment of Amfile phonograph record-carrying cases will leave Kankakee, Ill., tonight for New York," says Gilbert Amberg of Amberg File & Index Company. "And in 36 hours it will be rolling up to our Long Island City warehouse. These cases are bulky; distributors don't like to stock too many. But they want fast service on orders. Using Flexi-Van, we can give it to them."

Gilbert Amberg says: "FLEXI-VAN helped Amfile cut 8-day delivery to 36 hours"



Your freight is loaded, locked in under your supervision.

Van boards freight at trackside. Transfer time, 4 minutes.

Shipment rides low, well cushioned aboard high-speed cars.

Beats trucks on long hauls. Two pick-ups or three deliveries.

New York Central Railroad

Write: R. L. Milbourne, N.Y. Central, 466 Lexington Ave., N.Y. 17, N.Y.

Boards Can Overcome 'Lethargy'

➤ **The Story at a Glance: "In this fast-moving world, the transportation industry is faced with continual changes of major importance. Shipper advisory boards must not only keep faith with their aims and objectives, but must keep pace with the changes going on about them. There is always room for constructive suggestions as to how the boards can improve their programs, their aims, their objectives, and carry them out more effectively. The membership is the first and best source that should be tapped."**

That's the prescription given to the Southeast Shippers Advisory Board at Nashville, Tenn., on June 18 by Interstate Commerce Commissioner Rupert L. Murphy for overcoming what Railway Age recently described as the "ailment of contagious lethargy" that's affecting interest and attendance in most of the 13 boards ["Boards Fight Attendance Slump," RA, April 27, p. 51].

To revive flagging interest in their activities, and reverse shrinking attendance at their meetings, the 13 regional shipper advisory boards "should study the really important issues and pressing problems in the field of transportation today." By so doing, thinks ICC member Rupert L. Murphy—himself a former advisory board chairman—the boards can "progress," "keep faith," and provide future "leadership" consistent with their past record of "concrete accomplishment."

Mr. Murphy's talk—made to the same board which he once headed—was based largely on a Railway Age article. That article explored the criticism recently directed at board activities, the possible reasons for it, and the various remedies suggested to overcome it.

To the seven remedies reported by Railway Age, Commissioner Murphy added his own suggestion for studying "the really important issues and pressing problems." As examples of the "interesting and enlightening subjects which could be studied with resultant advantage to the boards' members and the general public," he cited:

- Containerization of freight.
- Technological advances in equipment, "which could very well revolutionize the transportation industry."
- The growth and changing emphasis of trailer-on-flat-car service.
- The leasing of vehicles, trailers and flat cars.

Those topics, he emphasized, "are illustrative merely of the type of pressing questions which need to be understood and resolved to promote further advances in the national transportation industry."

That industry, he added, "is progressing." "Its advances are made possible through improved technology, informed opinion, alert management, and cooperation on the part of both shipper and carrier interests.

"Shippers and receivers have a great responsibility to provide leadership in matters of transportation. It is the advisory boards and similar organizations that have enabled them to give expression to their views and assume the duties and responsibilities which are their peculiar concern. Failure on the part of shippers to meet these responsibilities would prove most damaging to the economy of the country. You, as a group, have shouldered and carry that responsibility well, making numerous substantial contributions to the development and expansion of our modern transportation industry. Accomplishments of the boards have been praiseworthy [but] it must never be forgotten that these duties and responsibilities are of a continuing nature, because transportation is always in a state of constant flux."

Maine Faces Passenger Cut

Permission to stop all passenger train service after Sept. 12 will be sought shortly from the Maine Public Utilities Commission by the Maine Central and the Bangor & Aroostook.

Such a move, according to a joint statement by company Presidents E. Spencer Miller and W. Gordon Robertson, would enable the two railroads "to substitute fast scheduled express-freight trains between Portland, Bangor, Van Buren and intermediate points, carrying mail and express, LCL, and piggyback freight in highway trailers."

Decision to seek final elimination of passenger service was based, the presidents said, on a number of factors:

- "The continuing rapid decline in passenger traffic," which "indicates lack of public need for passenger service on Maine's railroads," and "the rapid rise in deficits." The statement put the MeC's annual passenger deficit at $2,000,000; the BAR's at nearly $750,000; said some trains on both roads now average less than a dozen revenue passengers per trip; less than three a day in some sleeping cars. (MeC now schedules four daily passenger round-trips between Portland and Bangor, with one extending to Vanceboro for a Canadian Pacific connection to St. John, N. B. The BAR has one round-trip between Bangor and Van Buren. Both roads participate in through sleeper runs between Boston and Van Buren and St. John. The BAR also operates its own highway bus service, which will be continued and "expanded as needed.")
- Decision of the Boston & Maine—"forced by passenger losses and other economic pressure"—to provide all its Portland-Boston service, after July 12, with self-propelled rail diesel cars. This "would not permit continuance of present interchange of regular-type passenger equipment with the two Maine roads at Portland."
- The necessity of "concentrating our efforts in fields where railroad services are needed and wanted, and where they can be improved to assist the competitive position of Maine's present industries, as well as making Maine a more attractive place for new industries to locate." This means, the two presidents said, "further improvements in freight service . . ."

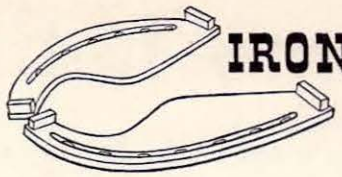
"Surveys are under way," the statement added, "to determine how the two railroads can best establish the new express-freight trains, and also to ascertain the best way to set up mail and express terminals in our freight yards, where automation will speed up handling. Preliminary discussions indicate we will have the cooperation of the B&M in extending LCL fast service, and piggyback service, to other parts of the country."

Opposition to Merger Of N&W, Virginian Fades

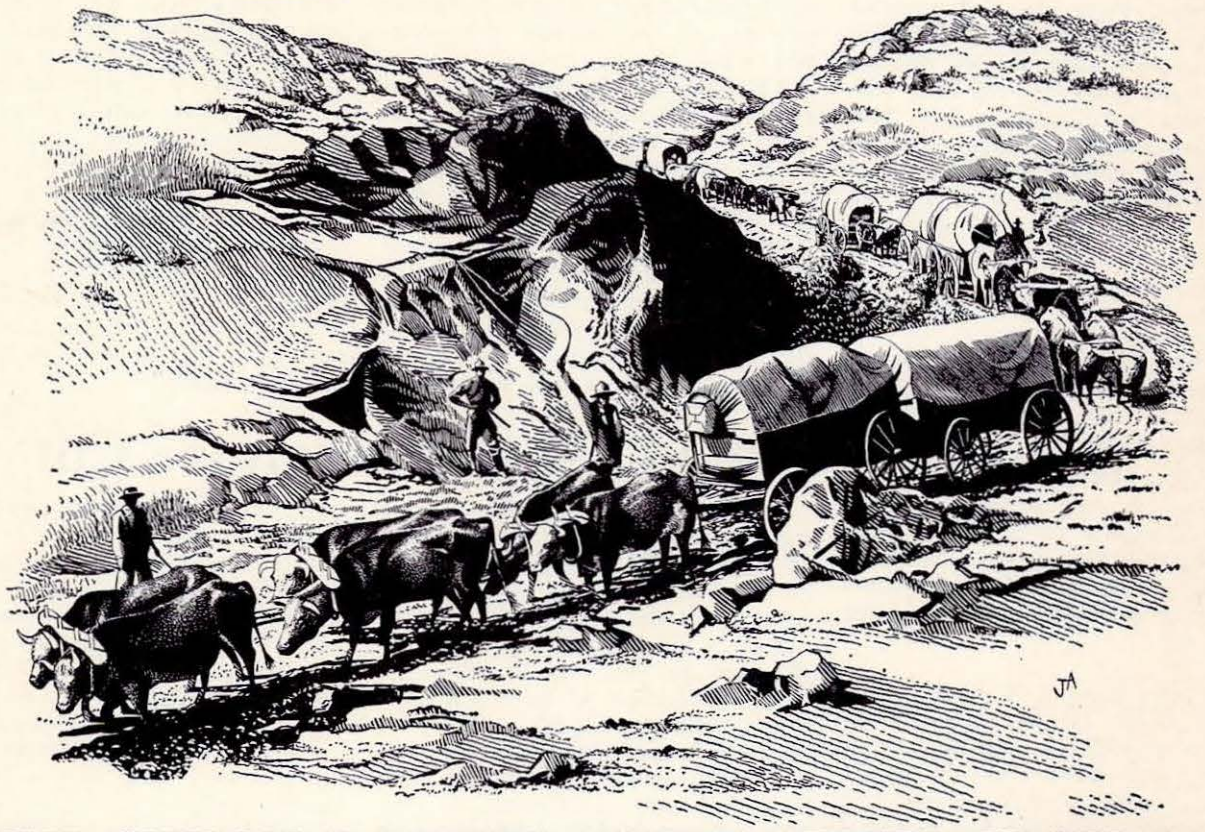
Organized opposition to the Norfolk & Western-Virginian merger all but vanished last week.

After four days of testimony in Washington, the ICC moved the merger hearing to Roanoke, Va. There, during a 45-minute session, three Virginia and West Virginia communities withdrew their opposition to the merger. The hearing was expected to wind up in Washington June 29.

Earlier, the Railway Labor Executives' Association withdrew its objections to the merger after winning an agreement providing that members of RLEA unions will be covered by the so-called Washington Job Protection Agreement.



IRON SHOD OXEN HAULED THE FREIGHT



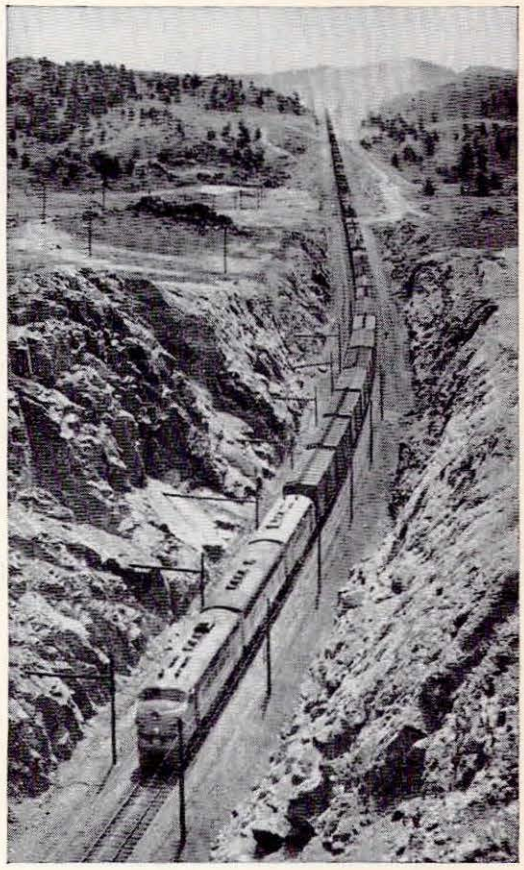
UNTIL UNION PACIFIC BUILT STEEL HIGHWAYS

Trains of freight across the rugged West began with iron shod oxen, as relics and photos in Union Pacific's museum of railroading testify.

Union Pacific ironed smooth the wrinkled lands to pioneer a level steel highway. This began the development of the West. Making the movement of freight across the West smoother and faster is a continuous project on Union Pacific.

Here at the right, is a photo of a new transcontinental line offering an additional route through the high terrain in Wyoming. It increases and improves service for shippers on U.P.

Likewise, new power units continue to increase the hauling efficiency of Union Pacific Railroad, moving freight even more smoothly and on faster schedules through the West. Union Pacific is the most experienced in the West.



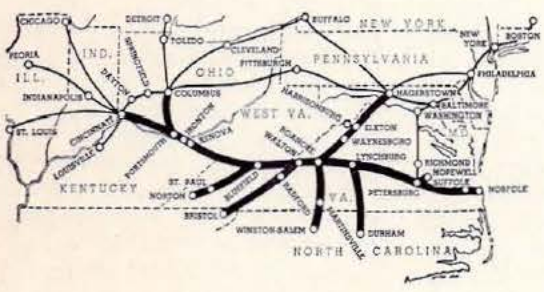
be specific ...ship **Union Pacific** RAILROAD

UNION PACIFIC RAILROAD

he won the sale...but lost his shirt!

Sometimes a sale is dependent on fast delivery . . . and that's when you appreciate Norfolk and Western time freights, with their precision schedules, and high-priority handling in the yards. So when a sale depends on prompt delivery, check N&W time freights. They may help you win the sale and not lose your shirt through costly delays and other shipping complications.

Outstanding among N&W time freights are "Hot Shots" 77 and 78, operating daily between Columbus-Cincinnati, Ohio, and Petersburg, Virginia. These fast freights save carload shippers as much as a full day on delivery at points of the Middle West, West and Southeast. Norfolk and Western freight traffic Sales and Service men, in 39 key cities across the nation, can give you full information about the "Hot Shots." Ask about these fast-moving time freights . . . or about any other N&W schedules, when you need fast action.



Norfolk and Western RAILWAY

PRECISION TRANSPORTATION

'Maintenance Methods Must

► **The Story at a Glance: Improvements in shop methods and facilities are primary challenges for today's mechanical officers, the 32nd annual meeting of the AAR Mechanical Division was told. Restraints imposed by enacted and pending legislation, today's intensified competition, and inflated material and labor costs all must be countered by greater ingenuity on the part of men responsible for designing, maintaining and operating today's railroad plants, speakers told the Chicago sessions.**

"The Number One operating problem today continues to be the hot box," E. S. Marsh, president of the Santa Fe, told railroad mechanical officers meeting in Chicago last week.

"A satisfactory solution to that problem at reasonable cost which would promote early application to all cars is probably the greatest single challenge before you, the suppliers, and the people engaged in research," Mr. Marsh said.

"Although many experiments have been made with oil specifications, controlled clearances, journal lubricating devices, and other arrangements, the age-old problem becomes more acute and of more serious consequence to dependable operations. The facts are that the figures show a worse performance in 1958 . . . than the industry had five years ago. [Santa Fe] figures show a poorer performance than we had 18 or 20 years ago.

"It may well be a case where engineering and research have not kept pace with the tempo of modern transportation," Mr. Marsh continued. "The roller bearing appears to be the nearest approach to elimination of hot boxes, but the roller bearing is a very expensive item." The Committee on Journal Roller Bearings reported that at the end of 1958 there were 45,965 car sets of roller bearings in service—7,545 on non-interchange cars.

S. M. HOUSTON, chairman of AAR Mechanical Division, and general superintendent, Southern Pacific.

The Mechanical Division's General Committee reported that at the end of 1958 there were lubricating devices on 28.6% of the freight cars owned by AAR members—on 30.6% of the railroad-owned cars and 15.1% of the privately-owned cars. "On the basis of reports submitted by the majority of railroads represented on the committee showing improved performance of cars equipped with lubricating devices over cars equipped with loose journal box packing, there should be no change in the present policy concerning the application of lubricating devices," the general committee stated.

The meeting voted to extend the Jan. 1, 1960, date when lubricators would have become mandatory on freight cars in interchange to Jan. 1, 1961. In his address, W. M. Keller outlined the sequence of events which have led to today's lubricator program and defended the actions taken to date.

A comment by C. M. House, general superintendent, motive power and car equipment of the Gulf, Mobile & Ohio, attacked the mandatory application of lubricators.

Bad Order Cars

ICC Commissioner H. G. Freas expressed the Commission's concern about the condition of the present freight car fleet. "Although the downward trend in serviceable cars was reversed in March, a slight loss in serviceable ownership was reported during April and May," the commissioner said. While the bad order ratio dropped from 9.2% of the total ownership on March 1 to 8.1% on June 1, the "reduction is not due altogether to a greater number of car repairs, but is attributable in large part to heavy car retirements. . . . In April retirements totaled 13,430 cars, the largest number retired in any month during the past ten years.

"Some carriers have maintained good records in maintaining cars in repair and in total ownership. Many others are now moving in that direction. Let's hope that what the industry as a whole is doing is not too little and too late." Mr. Freas also presented the Commission position on the Power and Train Brake Act of 1958 and on recent changes in locomotive inspection rules.

The present, defined by Mr. Marsh as "an era of railroad transportation that puts the emphasis on fast, dependable freight service and intensified efforts to reduce costs of operation and maintenance," received attention from several speakers. In today's competitive situation, W. M. Keller, AAR vice president—research, said: "It is imperative that we generate more ton miles per train hour than ever before. Better cars and locomotives will help to accomplish this.

"Better equipment results in fewer en-route delays and this is one way to obtain more ton miles per train hour. . . . It is my observation," Mr. Keller continued, "that we are much shorter on money than we are on good ideas. If we had more money to spend on repairs . . . how we accomplish our goal would be less important. . . . The plain fact is that we do not have the money," said Mr. Keller.

Cutting M/E Costs

Six areas which are "lucrative sources of savings and cost reductions" were outlined by J. W. Corbett, vice president—operations of the Southern Pacific:

- Release of property for productive purposes is possible if dispersed facilities and outmoded tools suitable only for another era of railroading are examined with the aim of consolidation and improved work flow.
- Labor savings can be produced by improving maintenance and repair operations to minimize non-productive man-hours.
- Material savings result from elimination of waste and from reclamation practices which make it possible to obtain the ultimate in value from what is purchased.
- Quality workmanship assures that maintenance and repair work, once done, will not have to be done again, and assures that there will be no in-service failures.
- Better supervision permits maximum utilization of man power, but is possible only if planning and scheduling relieves supervisors of "paper shuffling" and material expediting chores.
- Increased availability of equipment can result from improved flow of rolling stock to, from and through the shops, and from reduction in turnaround time at terminals.

Mr. Corbett divided the modernization of shop facilities into three phases: organization and planning; flow of

Improve'

work through shops; and materials handling. He paid tribute to industrial engineering and production scheduling staffs for making possible "maximum output from facilities with available manpower." The SP is currently expanding its industrial engineering organization with these goals in mind.

Work flow should be designed and coordinated to minimize the "zigzagging" of parts through a shop at cross-currents to established material flow patterns. Materials handling is frequently "archaic" in railroad shops, Mr. Corbett stated. "Other industrial establishments have taken advantage of modern and efficient materials handling methods to reduce man hours and minimize difficulties in keeping the flow of parts moving through the shops."

"There have been excellent examples of the adaptation of efficient materials handling methods on certain railroads, but I feel that much more progress can be made in this direction. . . . One which I think outstanding, is the one-spot car repair system designed to replace the conventional rip track for freight car repairs."

Mr. Keller went a step further. "I have long held the view that the rip track and the emergency repairs made in the train yard are an expensive and unsatisfactory substitute for shop repairs," he said. He conceded the need for correcting occasional en-route defects such as bent grab irons and adjustment of shifted loads, and for the periodic servicing of air brakes and journal boxes.

The Committee on Locomotives reported that, except for the Union Pacific, there was little activity in the development and operation of turbine locomotives. Two factors could change this, according to the committee:

- Development of low-cost, long-life materials capable of operating at higher temperatures and having increased resistance to products of combustion.
- Changes in the fuel supply picture.

The Union Pacific conducted tests on the multiple-unit operation of two gas turbine locomotives and of a gas turbine in the lead, trailed by 1,750-hp diesel units. Evaluation of tests indicated the best arrangement would be to m-u any number of diesel-electric units behind a single gas turbine locomotive and tender. All 25 of the UP's 4,500-hp locomotive and tender sets are getting this multiple-unit control. By the end of 1958, these 25 units had operated 13,889,011 unit miles, and in 1958 averaged 9,875 miles per month.

(Continued on page 68)

Time & the New Haven

Tart, hasty-tongued newsweekly Time last week took time off from more pressing concerns (sample: Hollywood's blue jean crowd) for some gratuitous advice on "How Not to Run a Railroad."

Target for Time's barbs: the deficit-weary, attack-prone New Haven. Picking up steam from a railway labor "fact sheet"* on passenger business, Time appeared to give full credence to charges by BLF&E President H. E. Gilbert (RA, June 15, p. 7) that "railroad lines in the New York area . . . [are] deliberately providing bad service to drive commuters away and thereby end a money-losing operation." Like Mr. Gilbert, Time excepted the LIRR from what it labeled a "devastating bill of particulars."

With Time's potential New Haven riders including a publisher, an editor, a managing editor and uncounted staffers who live in what it calls "the nation's wealthiest commuter area," the magazine's pique at the New Haven may well have been heartfelt. To the railroad, though, the Time attack (including a picture of Mr. Alpert fiddling, over a caption: "In disgusting cars, disgraceful service") seemed not only unkind, but for commuters, including Time-Lifers, short-sighted.

Time for a Subsidy? New Haven's president, characterized by Time as "quiet, fiddle-playing Lawyer George Alpert—who differs from McGinnis in being more polite," was unquiet enough to take a full page ad in the New York Times—to set the record straight and to make again a point he has made consistently in the past: "For the New Haven commuters, a federal subsidy has become a life-or-death necessity."

"Muffed the Ball." "You had a great opportunity to help clarify and even to help solve the problems of all passenger railroads when you set out to do a story on the railroad so many of your editors ride," Mr. Alpert's ad told Time's editor. "All commuters are sorry you muffed the ball.

"You 'discovered'—

"1. At present fares and present taxes, no unsubsidized passenger railroad is able to maintain equipment and structures adequately.

"2. Compared with railroads that pay their own way, the Long Island Rail Road which gets an effective subsidy of $4.3 million a year gets your accolade as the 'commuter's dream.'

"3. Service on the self-supporting commuter lines isn't wonderful.

"All this the editors of Time 'discovered.' Where have you been the last three years? Is Time behind the times?

"During those three years we have been making, to anyone who would listen, all the valid points you made.

"We have gone further. We have been proclaiming repeatedly that a federal subsidy is the only remedy. The railroads have to pay their own way. They can't do this and compete with their transportation rivals—airlines, highways, waterways and helicopters—who receive enormous and growing federal subsidies."

"Write Your Congressman." After rejecting Time's allegations that the New Haven wanted to drive commuters away, and pointing out that the railroad couldn't stay in the commuter business at "a $10 million a year loss," Mr. Alpert's ad granted that this is "a hell of a way to run a railroad" and went on to query, "Will anyone doubt that writing a story omitting so many pertinent facts . . . all in the public records . . . is, to paraphrase Time, 'a heck of a way to run a magazine'?"

Mr. Alpert's ad wound up with a postscript: "To our many friends among commuters and on most newspapers and magazines who try to understand and help with our mutual problems: Please don't write Time magazine. Don't write us. Write your congressman. His help on a federal subsidy for the railroads . . . is the only way any of us will get the service the New Haven is eager to provide."

Sidelight. Not mentioned by either party, a pertinent fact: 10,000 New Haven riders of Boston's Old Colony line face permanent loss of service on July 1. Tried for a year, local subsidy was no answer.

*Sample fact, not quoted by Time: Case 177 of Railway Labor Fact Sheet No. 11 (released June 2) states: "For one thing alone, the New Haven and the Boston & Maine withdrew from the family plan fares and even put out instructions that their employees are forbidden to give people any information or assistance in connection with trips involving family plan tickets." In fact, though, NH restored family fares in March (RA, Mar. 9, p. 50).

'Newest Railroad' Opens in Texas

With appropriate ceremonies, lacking only the driving of the traditional golden spike, the country's newest railroad—the Great Southwest—has been officially opened. (RA, June 1, p. 36.)

The new carrier is a terminal switching line, built for the sole purpose of serving the 5,000-acre Great Southwest Industrial District and Distribution Center, midway between Dallas and Fort Worth. It extends from a connection with the Texas & Pacific at the southwestern boundary of the industrial district to a connection with the Rock Island at the northern edge. Via those two lines, it reaches all other eight Class I railroads serving the Dallas-Fort Worth area—Burlington, Cotton Belt, Frisco, Kansas City Southern, Missouri-Kansas-Texas, Missouri Pacific, Santa Fe and Southern Pacific. Within five years, its annual traffic is expected to approximate 25,000 loaded cars into and out of the district.

Between its two trunk-line connections, the GS has 10 miles of lead and spur track already in operation, with an additional 6½ miles planned for the future as the district is occupied by industry. Construction required eight bridges, four put up by the GS itself, one by the T&P, and three by the Rock Island on a 4½-mile branch built to tie in with the GS.

The T&P bridge and two of the four GS structures cross major highways which serve the industrial area. All bridges are of steel or of pre-cast, pre-stressed concrete beams on concrete piers and abutments. Those of the latter type, 413 ft across Texas State Expressway 360 and 230 ft over the Dallas-Fort Worth Turnpike, are among the first of their kind in the U. S.

The new railroad—duly certificated by the Interstate Commerce Commission—is the first wholly new railroad built in the Southwest in nearly half a century. It will be operated as a subsidiary of the Great Southwest Corporation, which is the development agency for the industrial area.

In additional to actual industrial facilities, that area is planned to include a 2,400,000-sq-ft warehousing and distribution center, hotel, park and recreational area.

Railroading After Hours with Jim Lynch

LAST FULL-DRESS TRAIN ROBBERY?—The report we published (RA, June 8, p. 13) of the daylighting of a tunnel on the B&O at Petroleum, W. Va., was incomplete—such at least is the contention of Lyman Campbell, former railroader (and father of one railroad v-p and brother of another). We should have reported, he insists, that this B&O line (the so-called Parkersburg branch, which isn't a branch at all but a main line) once had 26 tunnels in a little more than 100 miles.

On this line, not long before World War I, occurred the last of the train robberies in the Jesse James style—by a gang of heavily armed horsemen. Moreover, just below Parkersburg is Blennerhassett Island—once the hideout of Aaron Burr. Lyman believes we should spice up our engineering reports with some historical background, especially when there's as much of it as there is in the Parkersburg area.

MR. GILBERT FINDS FAULT—I see where Ed Gilbert of the BofLF&E is making some public appearances to point out the flaws in railroad commuter service. This is the procedure known as "confessing the other fellow's sins"—which is usually a more pleasant experience than acknowledging one's own shortcomings.

I still hold to my belief that, if all parties to railroad passenger service would get together—and if each of them carries out his part in the prescription for passenger service that the ICC laid down (RA, June 8, p. 38)—then the troubles of this business could be very largely overcome. It will take cooperation to do this job—recrimination can't possibly do it.

'PESSIMISTIC PROF'—I reported here (RA, June 8, p. 23) a 50-years-ago speech by Professor William J. Cunningham (then a railroad statistician) to the effect that passenger service probably wasn't profitable; and I used the heading "prophetic prof."

I have a letter from WJC in which he says that, in those days and for some time later, he was known as the "pessimistic prof," because of some of the warning notes he was sounding. In the days before World War I, they used to call the late London cleric, Ralph Inge, the "gloomy dean." In his later years, he questioned the characterization. "What did I ever predict," he asked, "that was half as bad as what happened?"

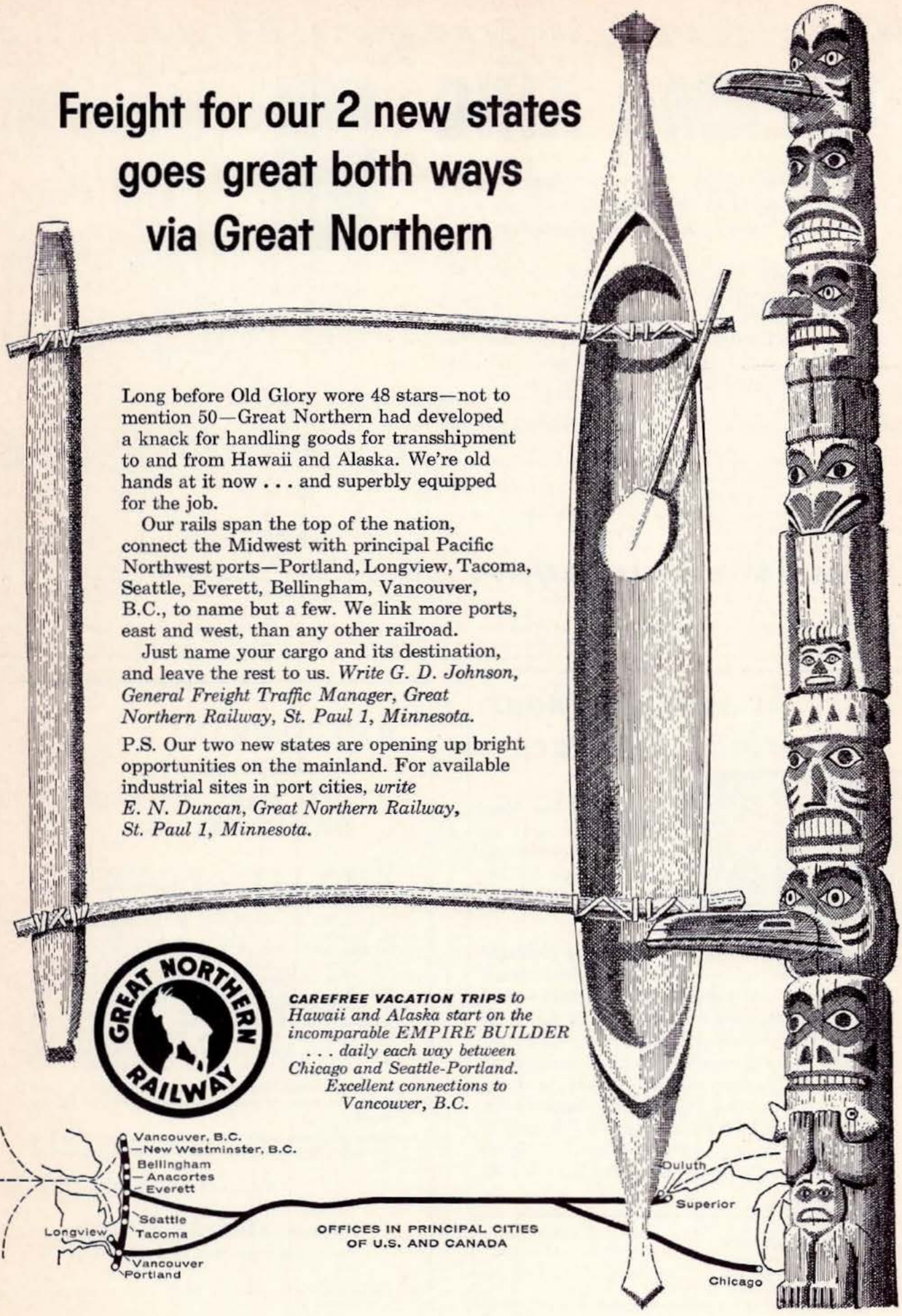
Professor Cunningham has a lot of former students in and around the railroads who still chuckle at some of his classroom humor. One of them tells me he reported that his church asked him to suggest a quantitative ratio by which to measure ecclesiastical efficiency. His suggestion was: Brands Plucked from the Burning per Pew-Hour.

FREEDOM IN DENMARK—Southworth Lancaster of Boston has handed to me a translation of a statement on railway rate regulation in Denmark. By U.S. standards, the easiest way to describe it would be to say there isn't any. They do publish some class rates, but they make "commodity rates" which are really contract rates and are not published.

The rule is that the railways will not make a rate contract unless (1) it is shown that regular rates are not serving to attract the business to the rails and (2) the proposed contract rate will be profitable. The railways also have a rule that any rate reduction must be passed along to the parties who actually pay the freight. Here is a sample of Danish railways' freedom in rate-making:

"An empty car was available for outbound loading. The agent knew of a shipment that would normally move by truck. He got permission from the traffic department to quote a one-time reduced rate to this shipper—and got the shipment for rail movement."

Freight for our 2 new states goes great both ways via Great Northern



Long before Old Glory wore 48 stars—not to mention 50—Great Northern had developed a knack for handling goods for transshipment to and from Hawaii and Alaska. We're old hands at it now . . . and superbly equipped for the job.

Our rails span the top of the nation, connect the Midwest with principal Pacific Northwest ports—Portland, Longview, Tacoma, Seattle, Everett, Bellingham, Vancouver, B.C., to name but a few. We link more ports, east and west, than any other railroad.

Just name your cargo and its destination, and leave the rest to us. *Write G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.*

P.S. Our two new states are opening up bright opportunities on the mainland. For available industrial sites in port cities, *write E. N. Duncan, Great Northern Railway, St. Paul 1, Minnesota.*

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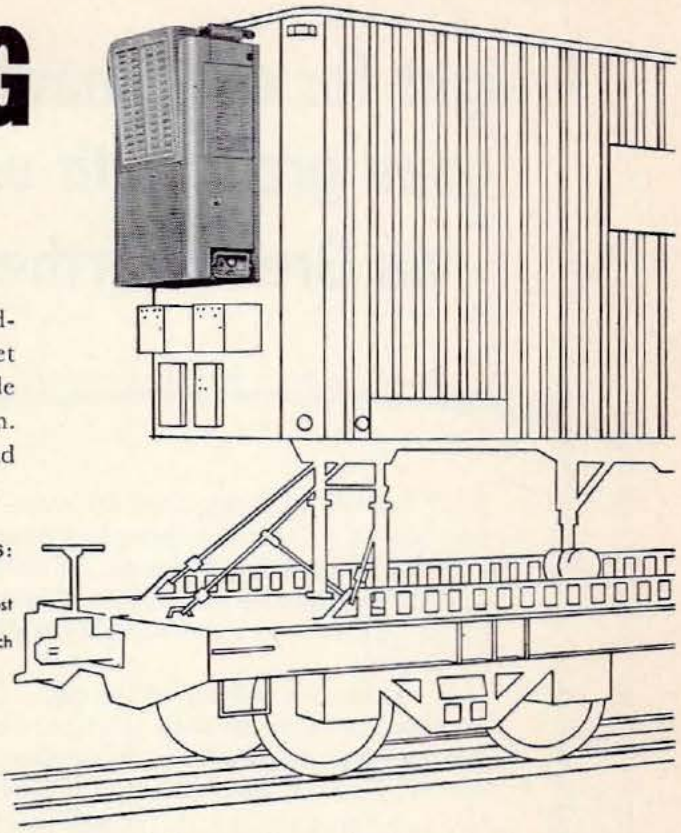

Thermo King mechanical refrigeration gives you dependable, automatic temperature control. Just set it and forget it. Its rugged, trouble-free self-contained engine is made by the world's largest maker of transport refrigeration. Thermo King units costs less to buy, less to maintain, and less to operate than any other kind of refrigeration.

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- has money-saving stop-go engine operation in response to temperature needs
- fully automatic, including defrost
- cools or heats at snap of a switch
- self-contained single-package construction

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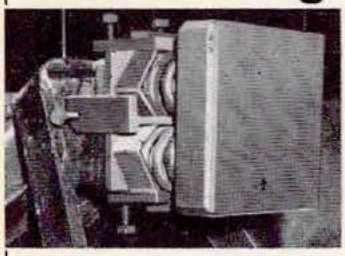
Absorbs shock without disturbing the track



Hayco Shock-free Head with patented inner design builds gentler car handling, longer life into your rigid bumping posts.

Five years of in-track performance highlight these facts about the Hayco Shock-free Head: (1) It effectively dampens impact shock—prolongs bumping post life. (2) It gives the draft gears a better chance to function—minimizes damage to cars and lading. (3) It substitutes compressibility for rigidity—tends to keep cars from bouncing, to prevent derailments.

The Hayco Head (applied with a wrench) fits nearly all bumping posts now used. It saves you money every time it is hit. Ask for Cir 115.

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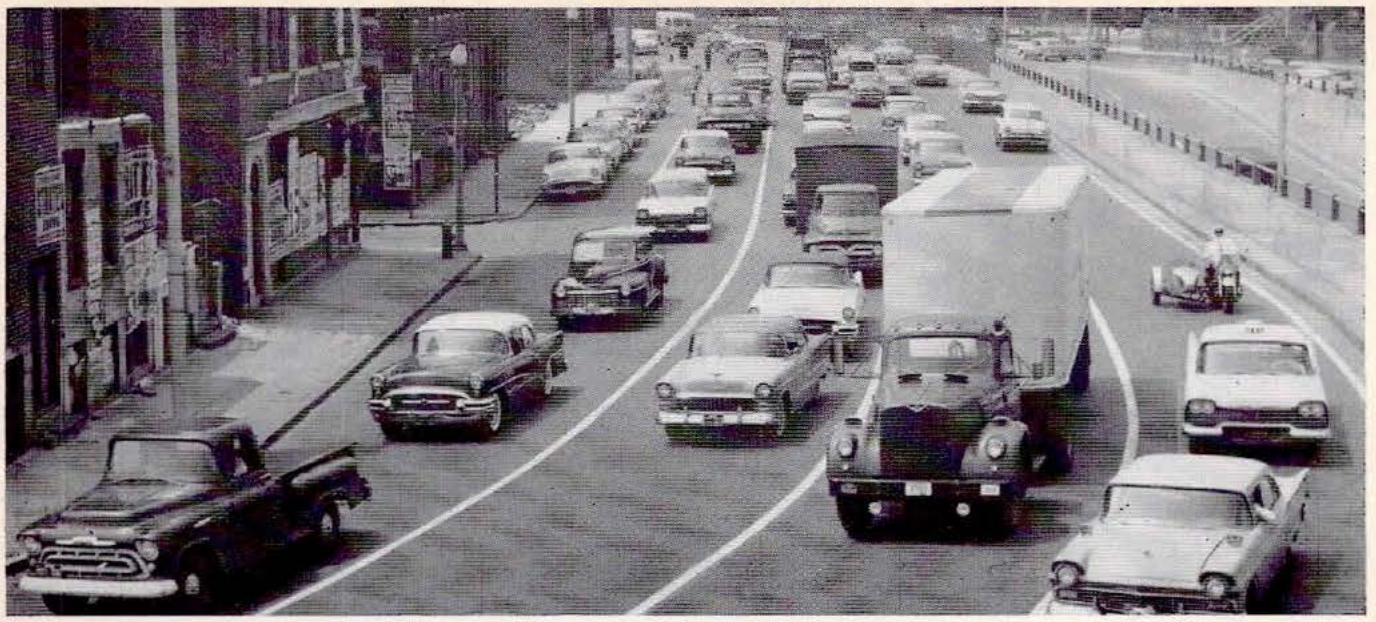

Never a traffic jam . . . .

with B and M "Piggy Back" service

- **Piggy Back service** is today's most convenient and efficient method of freight shipment.
- **Your shipment keeps moving** even on Sundays, and when weather conditions close highways.
- **For information write,** or call collect: any agent or traffic representative of the B and M Railroad.

BOSTON and MAINE RAILROAD

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WOODWARD AND EAST KIRBY
Detroit, Michigan TR 5-9500
Charles B. Loftis, General Manager

JUNE TRAFFIC POLL (*Continued from page 14*)

strued as an interruption in the shipper's working day. Such calls should and must be made without regard to any planned 'timing' of visits."

Most shippers, judging from replies to Question No. 3, are willing to see railroad salesmen at nearly any time. Where some limits are imposed they are usually flexible—such as "mornings," "between 10 a.m and 4 p.m.," "between Monday noon and Friday noon," or "not on traffic club dinner days." But an important number insist on definite appointments—in most cases, apparently, out of consideration for the salesmen as much as for themselves.

As Mr. Landis puts it, appointments "permit us to schedule our work to properly receive the carrier representative." Or, as Mr. Reed says: "The salesman will save his time by making an appointment in advance. I will respect appointments, and casual callers may have to wait their turn." Some men—like John Mitchell, traffic manager for DuPont Co. of Canada, at Montreal, and J. G. Robison, general traffic manager for Pennsalt Chemicals Corp., at Philadelphia—prefer appointments on "issues of major importance" or on "specific problems."

On the other hand, S. L. Parker, traffic manager of Pacific Lumber Co., Scotia, Cal., expresses what seems to be a fairly common view when he says appointments tend to "constrict" his own schedule. W. E. Maley, GTM, U. S. Borax & Chemical Corp., Los Angeles, thinks an appointment setup would be "ideal," but it is "practically impossible unless all shippers work on the same basis. Therefore, we feel we must allow the carriers to call at any time if they are to do an adequate job."

"Appointments," it should be noted, don't necessarily have to be set up far in advance. "A telephone call," again according to Mr. Landis, "is a worthwhile investment for any salesman who wants to receive a sure welcome." An advance phone call "saves my time and his," says J. C. Anderson, traffic manager, Planters Manufacturing Co., Portsmouth, Va.

There appears, in short, to be enough variation in individual preferences to make it highly important for salesmen to know their accounts, and plan their activities accordingly. "He should know his account well enough to determine what calls he should make . . . and if it is better to make an appointment or not," says A. F. R. Cook, traffic manager, Ludlow Manufacturing & Sales Co., Needham Heights, Mass.

But if preferences vary as to frequency and timing of calls, traffic managers seem to be pretty well agreed that calls should be brief, businesslike and to the point. Shippers, in other words, don't like to have their office time taken up with idle chitchat.

"The visit should be short and to the point," says L. T. Smith, traffic manager, Kraft Foods, Montreal. "He should not make a call just to pass the time of day," adds J. E. Bellwoar, traffic and office manager of the Paper Manufacturers Co., Philadelphia. "A short sales talk will get more results than a lengthy visit," according to A. A. Jusko, traffic manager of Fedders Corp., Trenton, N. J. "Get to the point and leave after the message is across," he advises salesmen.

Similarly, H. P. Gabriel, general traffic manager, Hershey Chocolate Corp., Hershey, Pa., thinks "carriers would do themselves a great favor if they would educate their representatives to present their story and get out. Often a traffic man . . . sees a representative to be polite. Lengthy conversations about nothing can be extremely annoying."

"Save 'social calls' for traffic clubs and outside activities," Mr. Gabriel advises.

Another suggestion for limiting length of calls comes from H. W. Oliver, general traffic manager, Noland Co., Newport News, Va. "Salesmen," he says, "should never cover more than three topics per call." Otherwise, Mr. Oliver adds, they should call more frequently.

Several other men suggest that time may sometimes be saved by using telephone calls or correspondence as a substitute for personal visits.

Several respondents also raise a point which has cropped up repeatedly in the two earlier Polls on the general subject of railroad selling. That, to quote H. L. Brand, director of traffic of the J. M. Huber Corp., New York, is that "it would be extremely helpful if rate department representatives called with salesmen occasionally."

Dividends Declared

CAROLINA, CLINCHFIELD & OHIO.—$1.25, guaranteed, payable July 20 to holders of record July 10.

NEW YORK & HARLEM.—common, $2.50, semiannual; 10% preferred, $2.50, semiannual, both payable July 1 to holders of record June 15.

NORFOLK SOUTHERN.—stock dividend, 2½%, paid June 26 to holders of record June 15.

NORTHERN CENTRAL.—$2, semiannual, payable July 15 to holders of record June 30.

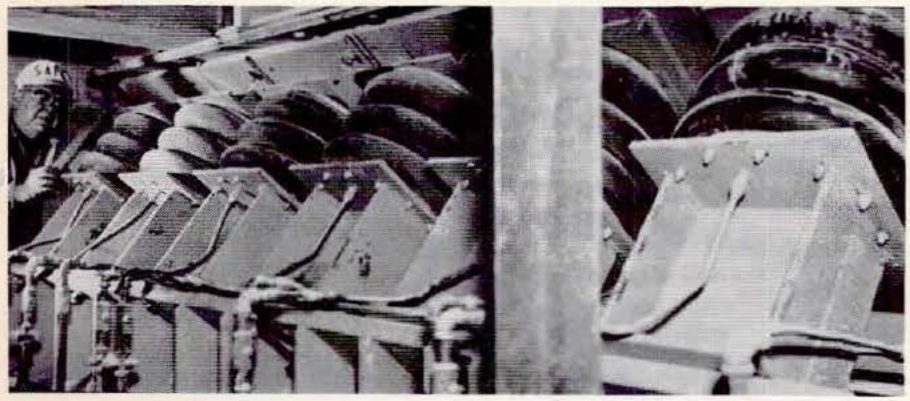
NORTHERN PACIFIC.—50¢, quarterly, payable July 31 to holders of record July 10.

PHILADELPHIA & TRENTON.—$2.50, quarterly, payable July 10 to holders of record July 1.

PIEDMONT & NORTHERN. — $1.25, quarterly, payable July 20 to holders of record July 6.

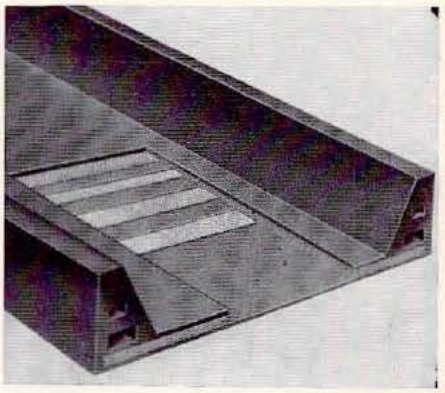
PITTSBURGH & LAKE ERIE.—$1, payable July 15 to holders of record July 3.

New Products Report



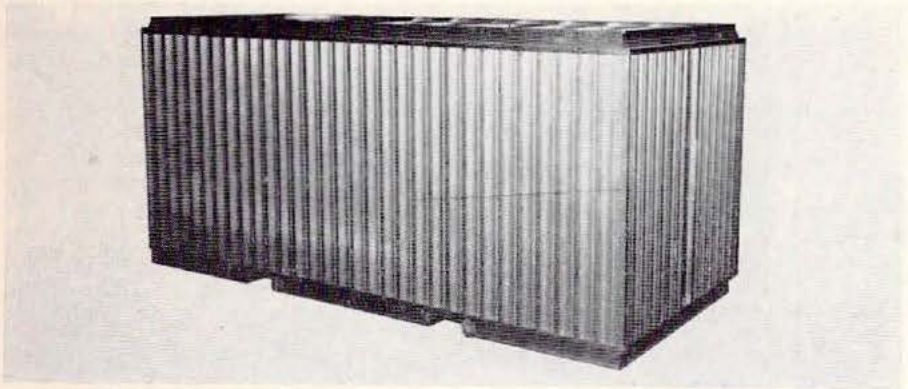
Faster Car Unloader

Use of air springs has increased by 50%—from four to six cars per hour—the unloading rate of the Link-Belt Co.'s "Kar-Flo" oscillating grain car unloader. Rubber Airmount springs —24 per unit—also extend the use of the one-man-operated Kar-Flo to hard-to-handle soft feeds, chemicals and other bulk materials. By varying the air pressure in the springs to match the changing load as a car is emptied, the natural oscillating frequency is maintained at all times, for maximum conveying action. A typical eight-min, 40-sec time cycle for unloading hard grain with the air-spring-equipped Kar-Flo includes: Clamps up—25 sec; opening door—90 sec; rocking time—300 sec; sweeping time—60 sec; and clamps down and door opener retracted—45 sec. Various application photos, drawings and other details are available in Book 2845. *Link-Belt Co., Dept. PR-RA, Prudential Plaza, Chicago 1.*



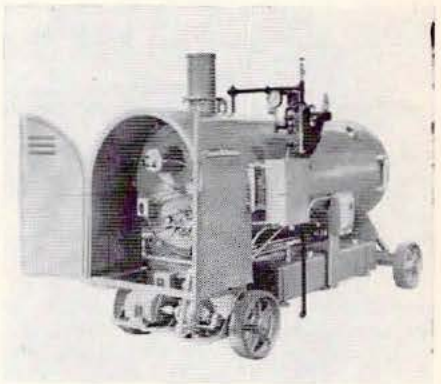
Flanged Belting

A flange-edge conveyor belting eliminates use of troughing idlers. The new belting is available in every grade, type and class currently used in industry; in widths from 8 to 48 in.; and with flanges from 1 to 3 in. Capacity is said to be from 40 to 200% greater than that of conventional troughed belts of the same widths traveling at the same speeds. *MonoBelting Corp., Dept. RA, 1908 Mountain Blvd., Oakland 11, Cal.*



Bulk Cargo Container

An 850-cu-ft prototype of a new aluminum container for dry bulk cargo will be test-operated by the Chicago, Rock Island & Pacific in hauling granular malt to St. Louis area breweries for Albert Schwill & Co., Chicago malting firm. The new container is said to eliminate the problem of dust-catching crevices in grain carriers through use of interlocking snap-fit extrusions in side and end walls, corner posts and floors, with a special epoxy resin seal to provide a positive barrier against moisture and insects. The top-loading box measures 8 ft by 8 ft by 17 ft; has fork-lift pockets in the bottom sill for quick transfer to or from flat cars or flat-bed trucks. Container was built by Brown Trailer division, Clark Equipment Co.; aluminum extrusions by Reynolds Metals; epoxy resin seal developed by Chamberlain Laboratories, U. S. Stoneware Co., Stow, Ohio. *Reynolds Metals Co., Dept. RA, Richmond 18, Va.*



Steam Cleaning Boiler

Tests of Monitor oil-fired boilers show the steam cuts through dirt and residue left from prior shipments in tank, box, and refrigerator cars. Ice on the latter is thawed and washed away; odors are said to disappear, and fats and tallow to evaporate from walls of meat cars. The units in 40- and 50-hp sizes weigh about 5,000 lb each and are portable. *Cleaver-Brooks Co., Dept. RA, 326 E. Keefe Ave., Milwaukee 12, Wisconsin.*

Tie Tester Uses Atomic Rays

The use of nuclear energy for detecting hidden flaws in wood crossties, long a goal of railroad researchers, has now become a reality. A nuclear tie tester has been developed by the Research Center of the New York Central at Cleveland and constructed by the Nuclear Science & Engineering Corp., Pittsburgh, according to a NYC announcement (RA, June 8, p. 7).

Months of field tests indicate the nuclear instrument will reduce appreciably the road's annual tie-replacement costs, says James J. Wright, director of the Research Center. It was indicated this will be accomplished because the instrument:

- Permits discontinuance of visual and mechanical sounding of ties in track to determine their condition.
- Eliminates guesswork and thus allows serviceable ties to remain in the track, resulting in considerable savings in replacement costs.

NUCLEAR TESTER is used by placing probe on a tie and reading a meter that indicates whether flaws are present.

The nuclear tool is said to "feel" for hidden flaws with gamma rays. It uses a technique called "backscattering" in which low-level gamma rays from a radioactive source are reflected from the interior of a substance back to a radiation counting device. In the case of railroad ties, a sound (or denser) tie reflects more gamma rays than a tie whose interior is porous or rotted, according to the announcement. The low-level gamma rays do not, it adds, emit sufficient radiation to be dangerous to either handlers or passersby.

The tester is a package consisting essentially of a back pack worn by the operator, which contains the unit's electronic equipment, and a hand-held pistol-grip probe. The probe contains the gamma ray source, a detector head consisting of a sodium diode crystal, and a meter or dial which gives the test readings.

By reading the dial the operator can determine "positively" whether individual ties must be renewed, says the announcement. On the other hand, it is pointed out, the visual and mechanical method of inspection does not insure that all unsound ties be removed from track, nor does it insure against erroneous removal of some sound ties.

The selection of cesium-137 as the gamma ray source, rather than cobalt-60, which the nuclear firm used in earlier experiments, is considered one key to success of a study to determine the feasibility of the density test. It was explained this way: Gamma rays from cesium-137 are comparatively weak and do not penetrate the crossties to the roadbed, as do the rays emitted by cobalt-60. With no gamma rays reflected from the roadbed, more highly accurate readings are obtained.

The density tester, it is pointed out, has other potential industrial and commercial applications in checking the condition of telegraph poles and members of timber structures such as bridges, coal tipples and warehouses. The testing of structures for termite damage and checking the condition of trees before felling them for timber are considered other possible applications.

The nuclear tie tester is one in a series of applications of atomic energy found by the Central. It has previously announced the development of an atomic switch lamp which is said to burn 12 years without refueling, a freight car scale which uses gamma rays in weighing lading, and the employment of radioactive isotopes in the detection of engine wear.

People in the News

BALTIMORE & OHIO.—The office of **J. L. Hackett,** general eastern passenger agent, has been moved from 122 East 42nd Street, New York 17, to Room 700, 25 Broadway, New York 4

CANADIAN NATIONAL.—**J. C. Gardiner,** traffic research officer, appointed assistant freight traffic manager, Montreal.

Archibald D. McDonald, regional counsel, Toronto, appointed general solicitor, Montreal, succeeding **A. B. Rosevear,** retired.

R. M. Henderson appointed assistant comptroller disbursements, Montreal. Mr. Henderson was formerly comptroller, CN Hotels Ltd., Ottawa. **J. D. Reynolds,** auditor of agencies, named auditor of express accounts. **K. C. Fincham,** accounting assistant, appointed chief accountant—general.

FRISCO.—**L. A. Thomas** appointed trainmaster-roadmaster, Clinton subdivision, 10th Track division, Springfield, Mo.

ILLINOIS TERMINAL.—**M. E. Leppert, Sr.,** appointed general superintendent motive power and equipment, St. Louis, Mo., succeeding **R. H. Marquart,** who retires July 1.

LOUISVILLE & NASHVILLE.—**Phil E. Geil** appointed general traffic manager—rates and charges, Louisville, Ky., effective Aug. 1, to succeed **Edward J. Cottom,** retiring. In the interim, effective June 16, Mr. Geil named assistant to vice president—traffic, Louisville. He was formerly freight traffic manager, Gulf, Mobile & Ohio, Mobile, Ala.

MANUFACTURERS RAILWAY—ST. LOUIS REFRIGERATOR CAR CO.—**George K. Bennett** has been appointed manager of sales, St. Louis 18, Mo.

NEW HAVEN.—Has opened an office at 705 American Bank Building, Portland, Ore., to provide better servicing and closer contact with shippers in the Northwest. **Ray U. Somerville** is district traffic agent.

NEW YORK CENTRAL.—**Frank G. Love,** general superintendent of property protection and freight claims, New York, has retired.

NORFOLK SOUTHERN.—**Duane W. Coad,** assistant to chairman of the board, elected comptroller and assistant to chairman of the board, succeeding **G. C. Reveille,** comptroller, who retired May 31.

PITTSBURGH & LAKE ERIE—LAKE ERIE & EASTERN.—**Thomas O. Jennings** appointed safety supervisor, Pittsburgh, Pa., succeeding **George L. Barnes,** transferred to the **New York Central.**

RAILWAY EXPRESS AGENCY.—**Leonard R. Tanner,** treasurer, New York, has retired.

RICHMOND, FREDERICKSBURG & POTOMAC.—**Thomas B. Choate,** former examiner, Third Division, National Railroad Adjustment Board, Chicago, appointed assistant to director of personnel, RF&P, Richmond, Va.

ROCK ISLAND.—**Theodore E. Desch,** assistant general attorney, Chicago, appointed general attorney there.

O. E. Morgan, superintendent of terminals, Silvis, Ill., appointed superintendent, Western division, Fairbury, Neb., succeeding

J. H. Gilfillan, transferred to Kansas City as superintendent of terminals, **C. R. Hurt,** assistant superintendent, Chicago division, named to succeed Mr. Morgan.

G. W. Stewart, assistant traffic manager, Little Rock, Ark., promoted to assistant freight traffic manager, Chicago, succeeding **James L. McVay,** who retired May 31. **C. E. Inglish,** general freight agent, Oklahoma City, Okla., named assistant traffic manager there. **J. O. Cathey,** assistant general freight and passenger agent, Memphis, Tenn., named general freight and passenger agent, Little Rock. **J. D. Kirtley,** traffic representative, Kansas City, Mo., named district traffic representative, Hutchinson, Kan., replacing **J. E. Tolin,** appointed general agent, Memphis. Mr. Kirtley's successor is **K. L. Pickard,** chief clerk, St. Joseph, Mo. **Eugene R. Swanson,** freight traffic representative, Chicago, appointed to the newly created position of foreign freight agent there.

SEABOARD.—F. E. Harrison, division freight and passenger agent, Wilmington, N.C., appointed assistant freight traffic manager, Richmond, Va. **F. E. Wilson,** district freight agent, Gainesville, Fla., succeeds Mr. Harrison. **Granvel E. Huband,** commercial agent, Orlando, Fla., succeeds Mr. Wilson. **James C. Torres** appointed depot passenger agent, New York, with offices in Rockefeller Center, 12 W. 51st Street, and Room 3, Pennsylvania Station, succeeding **Roland Moreno,** promoted. **E. L. Hobbs,** district freight agent, Raleigh, N.C., appointed division freight agent, Birmingham, Ala., succeeding **A. J. Mitchell,** assigned to other duties at his own request.

VIRGINIAN.—J. A. Brown, assistant car accountant, appointed car accountant, Norfolk, Va., succeeding the late **R. V. Bulman.** Abolished position of assistant car accountant.

WESTERN MARYLAND.—Paul D. Hinzman, David H. Corey and **M. L. Arbin** appointed traffic representatives at Chicago, Cleveland and Baltimore, respectively.

OBITUARY

John B. Williams, 56, traffic manager, **Denver & Rio Grande Western,** died June 15 at Chicago.

Robert L. Ettenger, Jr., 64, who retired last December as assistant vice president, Finance, Accounting, Taxation and Valuation department, **Association of American Railroads,** died June 18 of a cerebral hemorrhage in Washington Hospital Center.

Industrial Traffic

Urban E. McFarland has been appointed to the newly created post of general traffic counsel of **Owens-Illinois Glass Co.,** Toledo, Ohio. **Richard E. Knudson,** assistant general traffic manager, appointed general traffic manager.

John C. Iselin, general traffic manager of the **Wood Treating Chemicals Co.,** St. Louis, Mo., retires June 30.

William E. Wilson named traffic manager and **Donald L. Sindel** appointed claims supervisor in the traffic department of the **Farm Bureau Cooperative Assn., Inc.,** 245 N. High st., Columbus, Ohio.

Robert J. Crosby, traffic supervisor, **Westinghouse Electric Corp.,** appointed to the newly created position of traffic manager, East Pittsburgh divisions.

Clarence D. Smith has been appointed director of traffic of **American Home Products Corp.,** succeeding the late **George O. Griffith** (RA, May 18, p. 72). Mr. Smith has been traffic manager since 1946 of Whitehall Pharmacal Co., subsidiary of American Home Products.

E. W. Coffey has been appointed vice president of traffic, **Peabody Coal Co.,** and will continue as vice president and general manager of St. Louis Coal Sales Co., Inc. **Ralph Kintz,** traffic manager, and **Edward Wolfsberger,** assistant traffic manager, will continue in their present capacities.

Jack W. Cargill has been appointed traffic manager of the **Maple Leaf Milling Co. Ltd.,** Toronto, Ont., Canada. **Charles J. Harris** has been named eastern traffic manager, succeeding **Durward L. Matthews,** who, for reasons of health, relinquished that post and assumes the new position of traffic advisor.

Supply Trade

The **P. & M. Co.** Division of Poor & Company, has appointed **Roger B. Coleman** as vice president in charge of the New York office.

Roy J. Walker has been appointed sales and service representative for **Magnus Metal Division of National Lead Co.** at Topeka, Kan., succeeding **Harry C. Duckworth,** who retired June 1 after 39 years of company service.

Robert Byrne, assistant sales manager, Railroad division, **Evans Products Co.,** Plymouth, Mich., has been promoted to sales manager, Railroad Loading Equipment division. This company has leased a plant at Gagetown, Mich., for manufacture of metal racks. The new plant will be known as the Rack Division of Evans Products Co.

Dana Corp., Toledo, Ohio, has announced the acquisition of the Rzeppa constant velocity universal joint assets of the Gear Grinding Machine Co. of Detroit, Mich. Rzeppa will be operated as a separate division of the Dana Corp., and will remain in Detroit.

Nalco Chemical Co. has announced formation of two new foreign companies—Nalco de Mexico, S.A. de C.V., and Nalco International, C.A., which will handle transactions in Venezuela and other South American countries. **Francisco Chairez** is manager in Mexico City. **Fred Claybrook** is manager in London of Nalco, Ltd., which was formed in January to handle sales in the United Kingdom.

The Electric Storage Battery Co., Philadelphia, Pa. has announced the election of **Elmer B. Ott** as chairman of the board, **Edward J. Dwyer** as president and **William P. Cairo** as secretary. Mr. Dwyer succeeds the late **Carl F. Norberg** (RA, June 1, p. 35). Mr. Ott was formerly a vice president of the company and president of the Ray-O-Vac Co. division. Mr. Dwyer was formerly vice president and secretary. Mr. Cairo was formerly secretary of Atlas Mineral Products Co., Mertztown, Pa., a wholly owned subsidiary of the Electric Storage Battery Co.

Thomas M. Ross has been named a sales representative in the industrial products division of **Automatic Electric Sales Corp.,** assigned to the Minneapolis territory which includes the states of Iowa, Minnesota, Nebraska, North and South Dakota, parts of Illinois and Wisconsin and Upper Peninsula of Michigan. **David C. Leis** has been named a sales representative for the Orlando, Fla., territory, which includes Alabama, Florida, Georgia, North and South Carolina and parts of Tennessee. **William M. Lombardi** has been named a sales representative in the Dallas, Texas, territory made up of Arkansas, Louisiana, Mississippi, New Mexico, Oklahoma, Texas and parts of Tennessee.

Kent J. Worthen, manager of product planning for point-to-point communication for the Communication Products Department, **General Electric Co.** has been named national sales manager for GE's two-way radio, with headquarters at Lynchburg, Va.

J. Shelby Welch has been appointed assistant manager of railroad sales, **Armco Drainage & Metal Products, Inc., Atlanta, Ga.**

Robert W. Kerr has been elected president of **Fairbanks, Morse & Co.,** succeeding **Robert H. Morse, Jr.,** who was named vice chairman of the board. Mr. Kerr is also vice president in charge of subsidiary operations for Fairbanks Whitney Corp. **Frank H. Cankar** has been elected to the newly created post of vice president—administration.

Arthur A. Batts, Jr., director of advertising and market research of **ALCO Products, Inc.,** Schenectady, N. Y., has been named director of advertising, public relations and market research. **Roger C. Witherell,** manager of the news bureau, has been appointed manager of public relations. **Dana T. Hughes,** director of public relations, has resigned to form his own public relations firm in Philadelphia.

Roger B. Coleman

Robert Byrne

Elmer B. Ott

Edward J. Dwyer

Robert W. Kerr

Frank H. Cankar

Sparton TRI-BELT... loading systems

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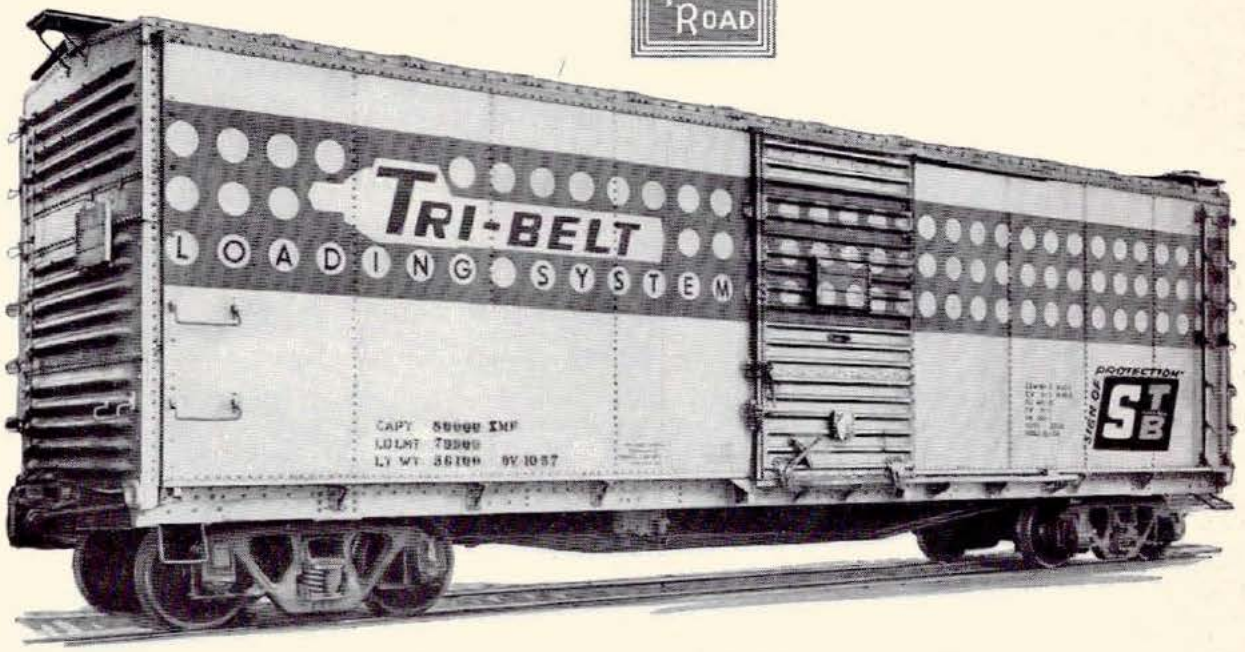

Continued shipments day after day "without damage" account for TRI-BELT popularity. Carriers approve TRI-BELT because of reduced installation and maintenance costs; ease of loading particularly makes TRI-BELT a favorite among shippers—and Receivers prefer it because it's easy to unload and it delivers merchandise in perfect salable condition. All approve TRI-belt, the simplified carloading system, because it is versatile, simple to use and it's more profitable. Write today for complete information.

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MARKET OUTLOOK *at a glance*

Carloadings Rise 2.1% Above Previous Week's

Loadings of revenue freight in the week ended June 20 totaled 723,738 cars, the Association of American Railroads announced on June 25. This was an increase of 14,599 cars, or 2.1%, compared with the previous week; an increase of 95,728 cars, or 15.2%, compared with the corresponding week last year; and a decrease of 23,026 cars, or 3.1%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended June 13 totaled 709,139 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, June 13

District	1959	1958	1957
Eastern	103,345	90,050	116,449
Allegheny	134,084	107,045	145,864
Pocahontas	60,481	52,076	67,831
Southern	114,079	112,550	120,650
Northwestern	114,580	90,019	122,727
Central Western	128,519	117,110	118,773
Southwestern	54,051	53,836	53,828
Total Western Districts	297,150	260,965	295,328
Total All Roads	709,139	622,686	746,122
Commodities:			
Grain and grain products	57,634	60,089	47,894
Livestock	3,603	4,974	4,944
Coal	121,100	115,201	143,622
Coke	11,184	5,691	10,757
Forest Products	40,417	38,231	42,119
Ore	81,735	50,638	89,024
Merchandise l.c.l.	40,626	44,215	53,671
Miscellaneous	352,840	303,647	354,091
June 13	709,139	622,686	746,122
June 6	682,624	613,381	733,477
May 30	687,726	529,779	671,045
May 23	685,745	570,425	722,903
May 16	694,380	561,040	722,144
Cumulative total, 24 weeks	14,732,141	13,048,921	16,360,899

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended June 13 totaled 8,669 cars, compared with 5,739 for the corresponding 1958 week. Loadings for 1959 up to June 13 totaled 181,659 cars, compared with 112,360 for the corresponding period of 1958.

IN CANADA.—Carloadings for the seven-day period ended June 7 totaled 83,032 cars, compared with 102,601 cars for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
June 7, 1959	83,032	28,274
June 7, 1958	82,007	26,386
Cumulative Totals:		
June 7, 1959	1,547,801	626,591
June 7, 1958	1,546,719	639,054

New Equipment

FREIGHT-TRAIN CARS

► *Chesapeake & Ohio.*—Will completely rebuild 75 of its oldest box cars into 40-ft insulated, Compartmentizer refrigerator cars at its Raceland, Ky., shops. Work will start early in September. Cost will be approximately $9,000 per car. This order is in addition to 50 similar cars now being converted at Raceland from cars purchased from the Atlantic Coast Line (RA, April 30, p. 39).

► *Texas & Pacific.*—Company shops will build 215 50-ton box cars and 35 50-ton refrigerator cars. Construction is scheduled to begin in second quarter 1960.

SPECIAL

► *Pennsylvania.*—Ordered 40 sets of inductive cab signal equipment from Union Switch & Signal division of WABCo. to be installed on new diesel-electric locomotives.

New Facilities

► *Texas & New Orleans.*—Ordered equipment from Union Switch & Signal division of WABCo. to install centralized traffic control on 76 miles of single track between Sierra Blanca and Belen, Texas. Control will be from a 9-ft CTC machine at Houston, over 700 miles distant from the CTC territory.

Purchases & Inventories

► *Three Months' Purchases Up 8.89%.*—Purchases by domestic railroads of fuel, material and supplies in this year's first three months were $30,500,000, or 8.89%, higher than in the comparable 1958 period. Purchase and inventory estimates in following tables were prepared by Railway Age.

*PURCHASES**

	March 1959	Three Months 1959	Three Months 1958
	(000)	(000)	(000)
Rail	$ 10,403	$ 23,713	$ 15,083
Crossties	2,857	12,483	11,538
Other Material	87,188	234,194	213,001
Fuel	34,954	103,055	103,323
Total	$135,402	$373,445	$342,945

* Subject to revision.

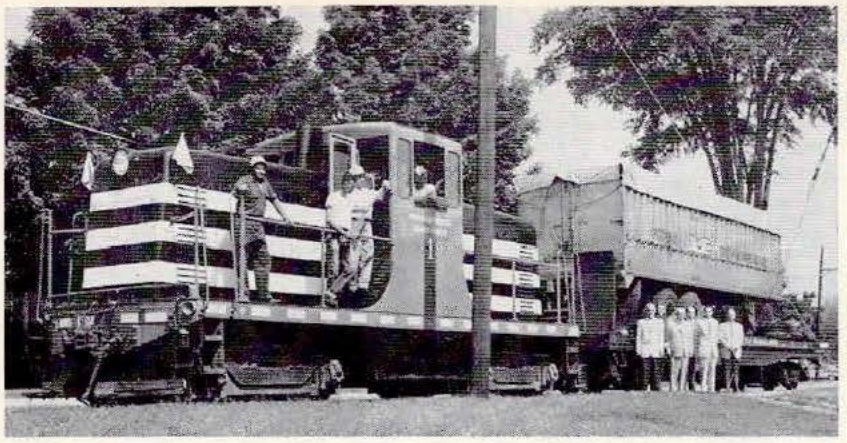
*INVENTORIES**†

	March 1, 1959	March 1, 1958
	(000)	(000)
Rail	$ 57,319	$ 62,486
Crossties	88,259	100,323
Other Material	401,942	497,383
Scrap	25,375	20,502
Fuel	24,267	26,825
Total	$597,162	$707,519

* Subject to revision.

† All total inventory figures taken from ICC statement M-125 for month indicated.

a RAILWAY AGE time-saver page



'Piggyback' Comes to Vermont

This TOFC movement on the Springfield Terminal Railway, less than six miles in length, launched Plan II piggyback in the Green Mountain State on June 11. The trailerload of machinery originated in Springfield, Vt., was shipped to Ohio via the ST, the Boston & Maine, the Delaware & Hudson, and connections. This shows, the ST says, that "with only one diesel switcher and ten employees [we] stand second to none when it comes to updating" facilities and services.

NYC to Honor Amexco Cards

The American Express Company, which has made repeated efforts to take over Rail Travel Credit Agency business, last week found one railroad willing to go along with the idea.

The New York Central announced that it will begin honoring American Express credit cards July 1. It will withdraw from the Rail Travel Credit Agency Sept. 30.

What the NYC's action will mean to the future of RTCA was in doubt last week. A spokesman for one major eastern carrier said his road had no intention of following the NYC. The question is expected to have a thorough airing at a meeting of RTCA member roads July 8.

In the past, passenger-carrying railroads have been generally unimpressed by arguments advanced by American Express in its efforts to take over rail travel credit business.

The New York Central, however, expects bigger business at less cost as a result of its move. NYC President A. E. Perlman pointed out that American Express has 600,000 paid subscribers to its credit cards, and does its own billing. He said RTCA has 275,000 complimentary cards outstanding, and individual railroads bill cardholders direct.

A joint announcement by Mr. Perlman and American Express President Ralph T. Reed said the NYC is "the first major transportation concern to join a comprehensive credit card service and permit the direct charging of tickets and other purchases."

At recent RTCA meetings, Diners' Club and Hilton Carte Blanche—as well as American Express—have made presentations. Proposed collection charges varied, but one report said that all proposals made to the group were higher than one made by RTCA itself. Rail Travel volunteered to offer central billing for a 1% charge, bringing the total RTCA charge to 1.5%. Only two of the major passenger roads expressed interest in the offer.

This is not the first time RTCA has had problems with railroad withdrawals. A number of roads pulled out in 1950, but RTCA survived and many of the existing lines later rejoined the agency.

Commissioner Arpaia Would Cut Regulation

Interstate Commerce Commissioner Anthony Arpaia's evaluation of regulation under present conditions leaves him convinced that its scope could be narrowed and the "enormous workload" on the Commission thus reduced.

Emphasizing that the views he expressed were only his own, Commissioner Arpaia recently outlined a regulation-cutting plan to the Subcommittee on Legislative Oversight of the House Committee on Interstate and Foreign Commerce. The assignment of the subcommittee is to check up on activities of the government's regulatory agencies.

In general, Mr. Arpaia's plan proposed to reduce regulation in areas where interests of shippers are not involved. He is sure that some of his proposals would be opposed by carriers that "are fully cognizant that they obtain immunity and protection through regulation and will not surrender such privileges easily." He would expect opposition to come also from practitioners before the Commission who "will not be happy if there is less demand for their services."

Among the Arpaia proposals is one suggesting that Interstate Commerce Act provisions relating to issuance of securities by carriers might be repealed and the regulation of such matters left to the Securities and Exchange Commission. He also suggested that the IC Act's section 5, which relates to consolidations and acquisitions of control, may be too tight. He even went so far as to suggest "it might be worthwhile to propose complete repeal of section 5 as a means of encouraging consolidations."

As to rate regulation, the commissioner noted that a "predominant portion" of the Commission's rate activities has been generated by carriers. He then said: "While carriers would not like it, section 15(7) could be amended to restrict the Commission's power to suspend only on its own motion or upon a protest of shippers. The carriers would still be free to attack one another's rates by formal complaint."

Goodbye, Steam

The Seaboard Air Line's gain last week was the steam railfan's loss.

The Seaboard bought the entire capital stock of the 40-mile Gainesville Midland Railroad in Georgia for $550,000—and immediately announced that it was replacing the tiny road's five working steam locomotives with diesels.

The Gainesville Midland was one of the few lines left in the eastern U. S. still using steam.

Seaboard President John W. Smith said the railroad will continue to be a corporate entity separate from the Seaboard. Forest Greene, Gainesville Midland's president—and for years its principal owner—is retiring, along with J. C. Knapp, executive vice president. A. H. Wilson, formerly operating vice president, will become general superintendent.

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MAINTENANCE METHODS

(Continued from page 55)

The newer larger 8,500-hp gas turbine locomotives which went into service last year averaged 12,409 miles per month.

The coal-fired gas turbine operated by the Locomotive Development Committee is being loaned to the Bureau of Mines at Morgantown, W. Va., to "establish the feasibility of using the turbine for power generation in stationary plants."

Exhaustive road testing of a 2,000-hp oil-fired, free-piston-gasifier and turbine electric locomotive developed by Electro-Motive is expected to get under way this year. This Model FG9 has been under development for over three years. Its GM-214 free-piston engine will be carried in a single-unit carbody similar to that of the EMD Model F9. There will be a four-wheel front truck and a six-wheel rear truck.

S. M. Houston, chairman of the Mechanical division and general superintendent—mechanical department of the Southern Pacific, told of his road's work with radioactive isotopes in determining the performance of "economy fuels" (RA, March 2, p. 16). "Let me assure you that my remarks pertain to the fuel oil situation on the Pacific Coast and do not imply that the same fuel supply situation exists elsewhere. Indeed it does not. In our own situation, we have had a survey made of future fuel supplies in our area and have found that the residual fuel approach is the most economically sound for our operations. We have naturally concentrated our research efforts on the utilization of residual type fuels in our diesel units," Mr. Houston stated. "The use of radioactive tracer procedure has given us information we had always hoped to obtain, but were never able to accomplish by conventional test methods."

In his address to the AAR Electrical Section meeting, F. B. Rykoskey, general superintendent motive power and equipment of the Baltimore & Ohio, cited the need for study of infra-red heating, mechanical refrigerator cars, and improved lubricants and bearings for traction motors and generators.

At Thursday's session, J. J. Schmidt, electrical research engineer of the Denver & Rio Grande Western, was elected chairman of the Electrical Section succeeding H. P. Wright of the B&O. At the same time, P. B. Burley, superintendent of communications and electrical engineer of the Illinois Central, became the new vice chairman.

The 1960 meeting will be held at the Jack Tar Hotel in San Francisco, June 14-16.

Shippers' Guide

Illinois Central

. . . New Piggyback Ramps

Has established new piggyback ramps at Champaign and Kankakee, Ill., and Waterloo and Ft. Dodge, Iowa.

. . . Schedule Change

To protect connections on through traffic at Meridian, Miss., has shortened schedule of dispatch freight SM-2 from Shreveport, La., to arrive Meridian 11:15 p.m. instead of 1:00 a.m.

Pennsylvania

. . . Service Changes

Has transferred outbound operations at New York from West 12th Street, Manhattan, to Jersey City, N. J., with shipments picked up in New York being trucked to Jersey City for outbound loading. Entire Cumberland Valley Branch south of Newville, Pa., now has substituted motor truck service from Hagerstown, Md., which receives direct cars from Trenton, N. J., Philadelphia, Pittsburgh and Williamsport, Pa. Has established new motor truck routes between Lancaster, Pa., and Lebanon, and between Altoona, Barnesboro and Patton, Pa.

Soo Line

. . . Piggyback

Has inaugurated Plan II piggyback service (movement of rail-owned trailers on flat cars at truck rates) between Minneapolis-St. Paul and Duluth-Superior.

Schedules and Directories

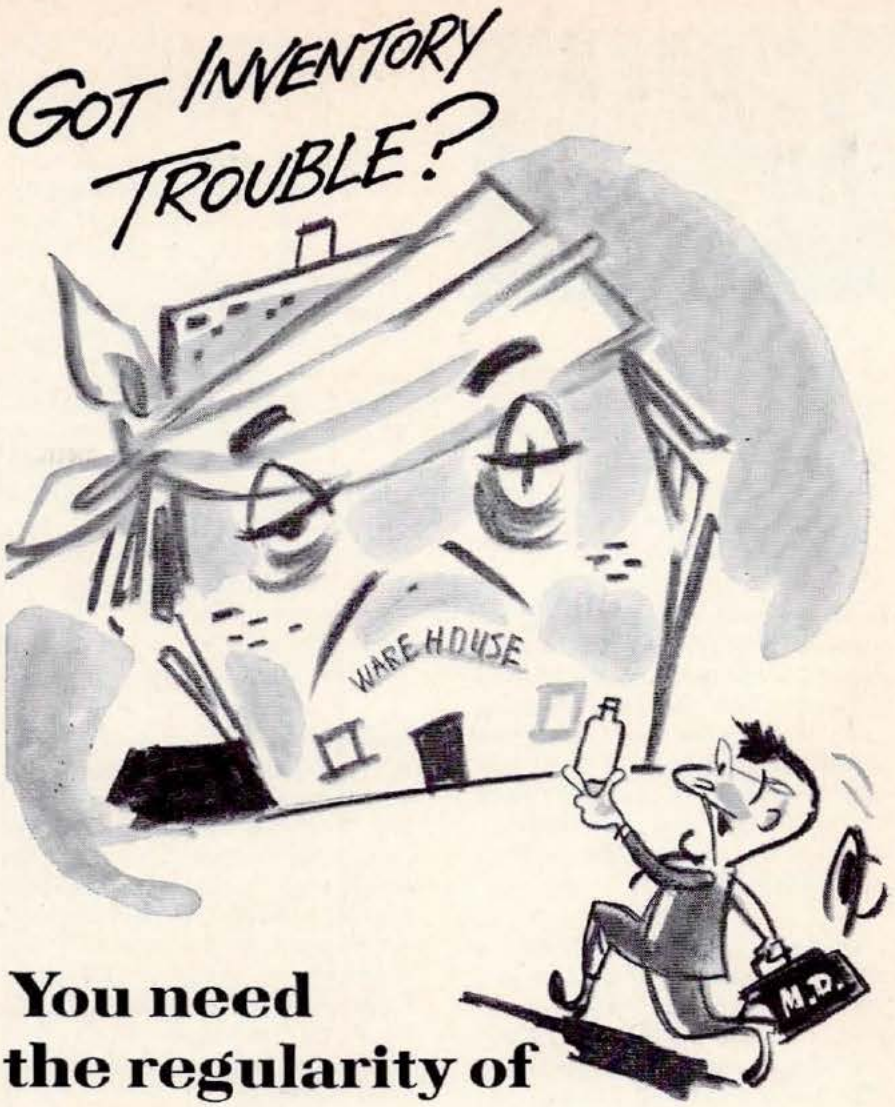
The following publications are available from the indicated railroads:

Canadian National—"Schedules of Fast Freight Trains."

Delaware, Lackawanna & Western—"Symbol Freight Train Schedules and Major Connections," including train consists; also "Directory of Merchandise Service," including detailed list of scheduled LCL package cars. Write J. L. Barngrove, Jr., general traffic manager, New York 6, or W. G. Dorsey, manager of transportation, Scranton, Pa.

New Haven—"Freight Train and Package Car Schedules."

Santa Fe—"Merchandise Service," including list of through overhead LCL merchandise cars and LCL merchandise service from principal transfer points. Write H. R. Wright, general freight traffic manager, D. A. Baumgartner, general superintendent transportation, or K. W. Brintnall, supervisor of merchandise, Railway Exchange bldg., 80 E. Jackson blvd., Chicago 4.



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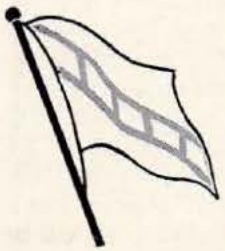

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You Ought To Know...

Erie & DL&W directors meeting jointly, last week agreed to present details of their merger plans to the ICC as soon as possible, perhaps by July 1. They also announced that the merged board would consist of 22 members.

The New Jersey Legislature will reconvene July 27 to consider Gov. Robert B. Meyner's commuter-aid program. The plan calls for using surplus revenues from the New Jersey Turnpike (up to $630 million in the next 30 years) to reduce railroad taxes and help improve existing commutation facilities (RA, June 22, p. 9).

California's PUC has given Southern Pacific permission to shift its San Francisco passenger station operations from the San Francisco Ferry Building to a terminal at Third and Townsend streets. SP had used the ferry terminal since 1875—but the ferry boats no longer run. Buses now handle SP's trans-bay passenger movement.

New president of the SUNA is Neil P. Speirs, vice president of the switchmen's organization since 1955. He succeeds William A. Fleete, who headed the union over the past six years.

Labor's latest charges against the railroads: (1) some of them "are actively discouraging" LCL business; (2) others are losing carload business through "short-sightedness, false economy and a 'public-be-damned' attitude." Citing a number of "cases" purporting to support these charges, the Railway Labor Executives' Association said *it just wanted to show that management* "is neither competent nor deserving of its present power to determine for itself whether or not it will continue to provide passenger train service to the public."

Improved freight schedules from points in eastern South Dakota and western Minnesota to Chicago have been set up by Chicago & North Western. The new service sets up a 21½-hr schedule, cuts as much as 14 hours from former schedules for carload traffic. C&NW made a 24-hr cut several months ago in schedules from western South Dakota to Chicago.

William T. Faricy is the railroad industry's representative on the advisory committee which the Senate Commerce Committee is organizing for its transport study. Mr. Faricy is former president of the AAR. The trucking industry will be represented by Neil J. Curry, former president of American Trucking Associations.

In anticipation of a steel strike, the ICC has issued Service Order 931, which provides, effective July 1, that "ore may not be loaded into cars at ports either from vessels or from storage if consigned to industries affected by a steel strike," except upon special permit. If the strike occurs, requests for such permits are to be made to T. W. Flickinger, manager, Open Car section, Car Service division, AAR, Washington, D.C.

Queen Elizabeth's yacht will tie up at a 7½-ton mooring buoy when the royal party visits Chicago July 6. The Navy, which doesn't have any buoys of the right size on the Great Lakes, is shipping it from an East Coast port—by flat car, not Seaway.

Canadian Agreed Charge No. 705 contains some new wrinkles—one of them based, apparently, on the volume coal rates recently filed in the U.S. for East Coast utilities. A. C. 705, on coal from various origins, covers "not less than 65% of the thermal heat requirements of the Thermal Electric Generating Station at Brandon, Man., or an annual volume of 300,000 tons, whichever is lower." Also, it has a new "escalator" clause, providing that, if general freight rates are increased, the agreed charge shall be increased in the same proportion, but only at the beginning of a fiscal year, and upon 60 days' notice.

Further electrification of the Pennsylvania's main line is not economically feasible at this time, according to a report of a committee formed by the railroad to make a special study of the subject. There are two chief drawbacks: the high cost of power and the high cost of new catenary construction.

First production model of the Air Bulkhead Car went into service last week on the Pittsburgh & Lake Erie. The car—with an air control system designed by Westinghouse Air Brake Co. and activating air walls manufactured by the U. S. Rubber Co.—will be used successively by the H. J. Heinz Co., Campbell Soup Co. and Corn Products Co. in continuing test runs. Air Dunnage, Inc., estimates that the air dunnage system will save shippers some 50% in ordinary damage claims, also reduce loading and unloading time.

One passenger was killed in April's train and train-service accidents. The ICC's preliminary summary also shows that ten employees on duty were killed during the month. There were no passenger fatalities and 11 employee fatalities in April 1958. In this year's first four months, six passengers and 66 employees on duty were killed. These compared with three passenger fatalities and 59 employee fatalities in the first four months of 1958.

Trucker fight against rail piggyback has been announced by the executive committee of American Trucking Associations. The committee objects to operations "which are actually motor carrier services requiring certificates of convenience and necessity," and it has instructed the ATA staff to oppose "rail efforts designed to deprive independent motor carriers of business which they have traditionally handled." ATA would not say last week whether the announcement indicated a policy of discouraging use by motor carriers of Plan I services, or concern about the spread of Plans II, III and IV, or both. *Plans II, III and IV are* services offered to shippers (including forwarders) in equipment owned by railroads or supplied by the shippers.

FOR SALE

Invitation to Bid S-344, dated 16 June 1959 at Ravenna Arsenal, Inc., offers UNION SWITCH AND SIGNAL RAILROAD CENTRALIZED TRAFFIC CONTROL SYSTEM, Code Equipment Type 504B, Acq. Cost $439,839. Signal apparatus installed late 1941 and not used since 1945. All materials in place as originally installed except maintenance stores items. To be sold on "AS IS-WHERE IS" basis with all removal and loading operations to be performed by purchaser. Property is available for inspection. For copy of Bid, describing property, terms and condition, write to: RAVENNA ARSENAL, INC. RAVENNA, OHIO or Phone Wayland, Florence 87111 Ext. 414. Bids must be received prior to 1 P.M. 28 July 1959.

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Do Shippers Want Competition?

Reynolds Metals' traffic director, L. E. Galaspie, made a speech not long ago. In it, among other things, he said this:

"Most motor carriers . . . are perfectly willing to cut red tape and proceed to put into operation a new rate or service just so long as they are able to obtain a profit. . . . They are not afraid of upsetting the rate structure in some distant area just because they establish a rate which their shipper needs to meet a competitive condition, or establish certain required accessorial services.

"On the other hand, a rail executive will, very often, let business disappear while he goes through the endless red tape of trying to clear with his fellow executives a proposal which may have been filed several months ago. For example, we recently informed a group of carriers that a large regular movement of a bulk commodity was in danger of being diverted to water. They were further informed that to retain the tonnage a reduction in rate was necessary, and that we must have permission to use covered hopper cars. We even offered to furnish the cars. Either the group doesn't believe us, or they are waiting for us to start moving by water."

•

Without weighing the merits of railroad behavior in this particular instance, there's no doubt that it often takes railroads too long to respond effectively when competition threatens. Why?

Are railroad people incompetent or inattentive to their duties? If the answer were clearly 'yes' to that question, then the problem would be simple. Just hire a few more alert people, and the conditions criticized would be promptly improved.

Long observation of railroad traffic officers, however, does not warrant the conclusion that they are any less in possession of their wits than their customers are.

The principal reason railroads are often slow to act when acute competition confronts them is that they do not have adequate basic information. Shippers could help them correct that lack.

One of the controlling factors in vigorous competition is knowledge of the costs rival transportation agencies incur and the business volume they enjoy. This information about the railroads is available in minute detail to their competitors, from official governmental sources. The costs and traffic volume of the railroads' competitors that do most of the business is anybody's guess.

Some statistical information is available, of course, concerning the regulated carriers by river and road——but 90% of river traffic and 67% of truck traffic are unregulated. Fragmentary and unrepresentative statistical data are almost as useless in conveying information for competitive action as no data at all. If railroads were to gear their competitive strategy solely on the official published figures on highway and river traffic, they would be swimming after mermaids half of the time—while unreported and unsuspected rivals were making off with their clothes.

Meanwhile, not a pound of freight moves by rail and not a dollar gets into the railroads' till—without inclusion in detailed statistics which are available to everybody.

If full information on waterway traffic and waterway costs were available to the railroads, then the industry could be justly criticized for slow action in a situation such as that outlined by Mr. Galaspie. But when complete and dependable traffic and cost data on other forms of transportation are as hard to come by as they now are, a lot of railroads are just not going to be able to be currently informed—so they can act quickly and with assurance in such a situation as Mr. Galaspie describes.

It is paradoxical and indefensible that the federal government should collect and report the detail it does, on railroad performance— while it has only the haziest notion of the transportation operations being conducted on government property. Why all the secrecy? Why not the same federal curiosity as to detail on commodities carried, distances hauled, charges and costs on the traffic moving by highway and water? One thing certain—the railroads never can compete as effectively against their rivals as their rivals compete against them, as long as full statistical information on other agencies is not reported.

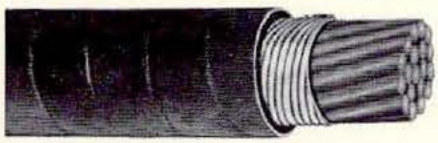
HOW TO PROMOTE COMPETITION: Most shippers like competition for their business—and the abler the competition is, the better it is for the customers. Shippers and railroads should easily be able to agree, therefore, that more complete and more dependable statistical information on traffic moved by non-railroad transportation agencies is urgently needed. They should join in an effort to persuade government to provide such information—especially concerning unregulated carriers, about which little is known.

NYC's Robert R. Young classification yard at Elkhart, Indiana has eight nine-track units—a total of 72 tracks that can provide "soft-touch" handling of 3,540 cars a day. Okonite Type CM Cables are the connecting links that help keep the yard's electronic "thought center" automatic—and profitable.

How Okonite Type CM Cables assure automatic classification for the Central... save time and money, too

Nearly 100,000 feet of Okonite Type CM* Cables were buried along the tracks of the New York Central's new Robert R. Young Yard at Elkhart, Indiana. These are the vital links between the yard and its "brain"—an electronic computer—which makes automatic classification possible and profitable.

There's no room for failure in an operation built to handle 3,540 cars a day. That's why Type CM Cable was specified. Built specifically for underground installation Type CM is a light-weight, metallic tape armored protective covering for signal, control and power cables. It consists of a 5 mil, helically-wrapped corrugated bronze tape further protected with a substantial sheath of Okoprene



(Type CM-OT) or, in many instances, with a sheath of Okoseal (Type CM-PF) depending upon environmental conditions. This gives unusual compressive strength and makes it termite proof, rodent resistant, easy to handle (lightweight, flexible), not affected by soil conditions, heat, freezing temperatures or the elements.

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*Patent No. 2722562

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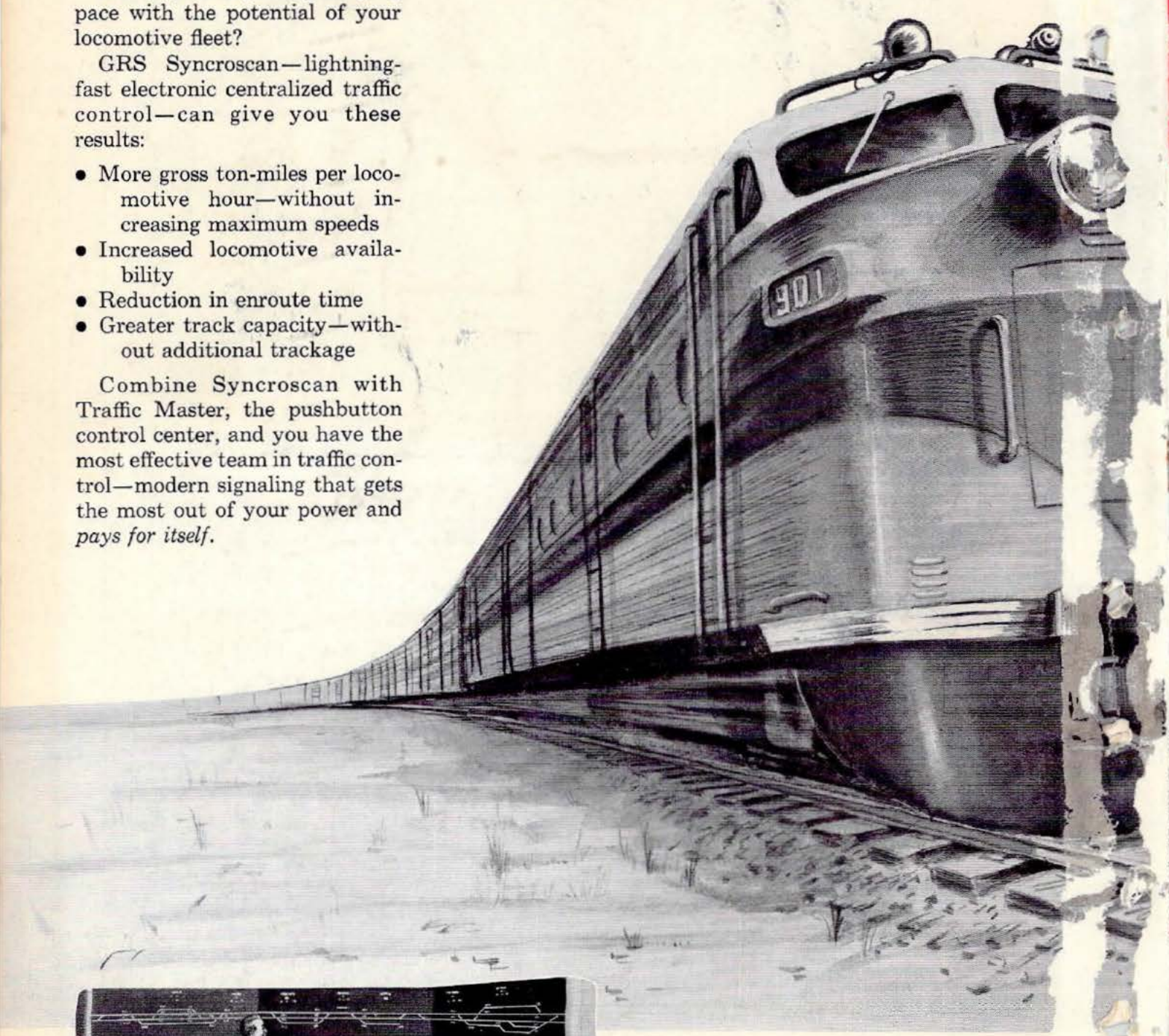

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